United States Court of Appeals for the Second Circuit

EXHIBITS

76-4179

B

P/s

United States Court of Appeals

FOR THE SECOND CIRCUIT

THE GREAT ATLANTIC & PACIFIC TEA COMPANY, INC.,
Petitioner,

v.

FEDERAL TRADE COMMISSION,
Respondent.

ON PETITION FOR REVIEW OF ORDER OF THE FEDERAL TRADE COMMISSION

JOINT APPENDIX

VOLUME V

Pages 3201 to 3850

Exhibits

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UNITED STATES COURT OF APPEALS
FILED
FEB 9 1977
A. DANIEL FUSARO, CLERK
SECOND CIRCUIT

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HASKINS & SELLS
CERTIFIED PUBLIC ACCOUNTANTS

BOARD OF TRADE BUILDING
CHICAGO 60604

October 19, 1964

The Borden Company,
Central Division,
1821 South Kilbourn Avenue,
Chicago, Illinois.

Dear Sirs:

We have made examinations of the financial statements of The Borden Company annually for a number of years ended December 31, 1963, and have rendered our opinions thereon.

We have not made an examination of any financial statements as of any date or for any period subsequent to December 31, 1963; however, at the Company's request, we have reviewed the cost accounting procedures developed by The Borden Company, Central Division, on unit costs of milk and milk products processed in the Madison and Milwaukee plants of the Central Division-Wisconsin Region and distributed to wholesale store customers on a drop delivery basis shown in the following exhibits:

Costs, By Volume Discount Brackets, On Sales To Wholesale Store Customers Via Drop Delivery Basis For The Week Ended August 22, 1964 (Exhibit I).

Selling, Advertising, and Merchandising Expense Allocation, Between Borden and Private Labels, On Wholesale Store Deliveries For The Month Of August 1964 (Exhibit II).

Unit Costs, By Products, On Sales To Wholesale Store Customers Via Drop Delivery Basis As Related To Unit Selling Prices In Effect For The Month Of August 1964 (Exhibit III).

877

We have tested the compilation of the costs shown in the above exhibits and applied such other audit procedures, including participation in a time study of deliveries on certain wholesale store routes, as we considered necessary in the circumstances.

The Division developed cost accounting procedures for the purposes of answering an informal inquiry by the State of Wisconsin; the Division does not maintain formal unit product cost records pertaining to the procurement, production, sale, and delivery of milk and milk products.

In our opinion, the accompanying exhibits present fairly the costs of such milk and milk products processed in the Madison and Milwaukee plants of the Central Division - Wisconsin Region of The Borden Company during August 1964 in accordance with sound cost accounting practices.

Yours truly,

Haskins & Sells

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THE BORDEN COMP

CENTRAL DIVISION - WISCO

COST, BY VOLUME DISCOUNT BRA
TO WHOLESALE STORE CUSTOMERS VIA
FOR THE WEEK ENDED AUGU

		..........VOLUME			
DESCRIPTION	METHOD OF COST ALLOCATION	$40.00 TO $44.99	$45.00 TO $49.99	$50.00 TO $54.99	$55.00 TO $59.99
Route delivery wage cost (including fringe benefits)...................	Time study	None	$38.73	$26.99	None
Wholesale truck costs................	Number of stops	"	12.66	10.82	"
Loading costs........................	Sales volume	"	2.56	2.58	"
Heat, light, and power...............	Sales volume	"	.66	.67	"
Billing expense......................	Estimated cost	"	7.40	3.03	"
General and administrative expense...	Sales volume	"	5.36	5.39	"
Other branch expense.................	Number of stops	"	27.13	23.25	"
TOTAL....................................		"	$94.50	$72.73	"
Average cost per point...................................			$.056962	$.043577	

4C

ANY

SIN REGION

KETS, ON SALES
DROP DELIVERY BASIS
T 22, 1954

DISCOUNT CLASSIFICATION PER AVERAGE DELIVERY							
$60.00 TO $69.99	$70.00 TO $84.99	$85.00 TO $94.99	$95.00 TO $119.99	$120.00 TO $139.99	$140.00 TO $159.99	$160.00 AND OVER	TOTAL
$ 7.91	$ 47.29	$ 85.95	$130.14	$ 64.17	$ 71.92	$1,411.09	$1,884.19
3.82	26.17	39.09	51.06	48.80	26.43	692.23	911.08
1.10	6.62	12.81	20.59	14.48	16.58	572.62	649.94
.28	1.71	3.32	5.33	3.75	4.30	148.35	168.37
.56	7.40	8.53	15.92	10.43	8.53	74.07	135.87
2.29	13.85	26.80	43.07	30.28	34.70	1,197.91	1,359.65
7.75	38.75	65.88	96.88	54.26	54.26	852.57	1,220.73
$23.71	$141.79	$242.38	$362.99	$226.17	$216.72	$4,948.84	$6,329.83
$.033394	$.033082	$.029209	$.027223	$.024122	$.020175	$.013344	$.015037

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EXHIBIT II

THE BORDEN COMPANY

CENTRAL DIVISION - WISCONSIN REGION

SELLING, ADVERTISING, AND MERCHANDISING EXPENSE ALLOCATION BETWEEN BORDEN AND PRIVATE LABELS ON WHOLESALE STORE DELIVERIES FOR THE MONTH OF AUGUST 1964

DESCRIPTION	BORDEN LABEL	PRIVATE LABEL
SELLING EXPENSES:		
Salary and wage cost (Note 1):		
General Manager and assistants..	$ 4,088.47	$ 167.81
Salesmen........................	2,018.67	487.95
Secretary to General Manager and assistants.....................	483.87	136.88
Travel expense (Note 2):		
Salesmen........................	3,796.55	155.83
General Manager and assistants..	770.95	186.85
Total................	11,158.51	1,135.32
ADVERTISING EXPENSES (Note 2).......	10,076.98	
MERCHANDISING EXPENSES (Note 2).....	3,861.88	
TOTAL..........	$25,097.37	$1,135.32
TOTAL POINTS......................	3,602,680	584,277
AVERAGE COST PER POINT.............	$.0070	$.0019

NOTES:

1. Cost based on August 1964 expense.
2. Cost based on average for the eight months ended August 31, 1964.

CENTRAL DIVISION - WISC

UNIT COSTS, BY PR[illegible] SALES TO
VIA DROP DELIVERY BA[illegible]
FOR [illegible] OF

PRODUCTS	SIZE	MATERIAL RAW PRODUCTS AND INGREDIENTS USED	CONTAINERS USED	[illegible]
[illegible]				
[illegible] milk	Quart	$ 088154	$.014930	$.0[illegible]76
	Half gallon	.176[illegible]	.025883	.0[illegible]285
	Gallon*	.3526[illegible]	.007974	.0[illegible]005
	Gallon	.3526[illegible]	.050760	.0[illegible]257
[illegible] milk	Half gallon	.148693	.025883	[illegible]972
"	Gallon*	.297[illegible]86	.007974	[illegible]74
"	Gallon	.297386	.05076[illegible]	[illegible]97
Gal[illegible] milk	Half gallon*	.132220	.008006	[illegible]78
"	Gallon*	.355050	.008024	[illegible]38
S[illegible]lk	Quart	.052642	.0149[illegible]	[illegible]48
	Half gallon	.105273	.0258[illegible]	[illegible]78
Choc[illegible]te milk	Quart	[illegible]19573	.0149[illegible]	[illegible]18
[illegible]te [illegible]m	Half gallon	.147570	.0258[illegible]	[illegible]34
[illegible]il	Quart	.062157	.014930	.0[illegible]45
	Half gallon	.1243[illegible]	.025883	*
[illegible]d [illegible]	Pint	.1102[illegible]	.010495	[illegible]59
	Quart	.2204[illegible]	.014930.	[illegible]98
Whipping cream	Half pint	[illegible]275[illegible]	.008309	[illegible]21
"	Pint	.255[illegible]	.010495	[illegible]98
T[illegible] whip	Seven oz. can	.7700[illegible]		
Sour cream	Half pint	.0780[illegible]	.031490	32
"	Pint	.1560[illegible]	.03875[illegible]	[illegible]40
Sour cream dip	Half pint	.0834[illegible]	[illegible]	[illegible]507
Yogurt	Half pint	.185000		
Summer drinks	Quarts	.07971[illegible]	.014930	[illegible]68[illegible]
	Half gallon	.15941[illegible]	.025883	[illegible]35[illegible]
	Gallon	.318[illegible]40	.050760	*
[illegible]	Quart	.119130	.014930	.0[illegible]31
Orange juice	Quart	.2600[illegible]	.014930	.00[illegible]39
Cottage cheese:				
Plain	Eight ounce	.03358[illegible]	.027346	.0[illegible]59
Flavored	Eight ounce	.0386[illegible]0	.027346	[illegible]66
Plain	Sixteen ounce	.0617[illegible]0	.035125	.0[illegible]62
Flavored	Sixteen ounce	.07728[illegible]	.035125	[illegible]3953
Dry	Sixteen ounce	.062840	.035125	[illegible]69
Plain	Thirty-two ounce	.134360	.051581	[illegible]840
IVATE LABEL:				
Homogenized milk	Quart	.088154	.016060	.00976
"	Half gallon	.176309	.027771	.014288
"	Gallon	.352618	.054263	.034257
2% milk	Half gallon	.148693	.027771	.012973
"	Gallon	.297386	.054263	.044972
Skim milk	Half gallon	.105273	.027771	.015785
Chocolate skim	Half gallon	.147570	.027771	.023349
Buttermilk	Quart	.062157	.016060	.012456
Half and half	Pint	.110210	.011293	.0[illegible]9595
[illegible]X cream.*	Half pint	.127674	.008964	.0[illegible]214
Sour cream	Half pint	.078043	.032460	.0[illegible]326

* Glass containers.
** No production dur

BEST COPY AVAILABLE

NSIN REGION

WHOLESALE STORE CUSTOMERS
NIT SELLING PRICES IN EFFECT
UST 1964

OST.......	DELIVERY, SELLING, AND ADMINISTRATIVE EXPENSES					NET SELLING PRICES IN EFFECT AT MAXIMUM DISCOUNT LEVEL
TOTAL	DELIVERY EXPENSE	SELLING, ADVERTISING, AND MERCHANDISING	GENERAL AND ADMINISTRATIVE	TOTAL	TOTAL COSTS AND EXPENSES	
$.112852	$.011807	$.007000	$.003230	$.022037	$.134889	$.152800
.216478	.023614	.014000	.006460	.044074	.260552	.291084
.389601	.047228	.028000	.012920	.088148	.477749	.561540
.437635	.047228	.028000	.012920	.088148	.525783	.582168
.187549	.023614	.014000	.006460	.044074	.231623	.260520
.343105	.047228	.028000	.012920	.088148	.431253	.502712
.393118	.047228	.028000	.012920	.088148	.481266	.521812
.213013	.023614	.014000	.006460	.044074	.257087	.306364
.408948	.047228	.028000	.012920	.088148	.497096	.592100
.079056	.011807	.007000	.003230	.022037	.101093	.117656
.146941	.023614	.014000	.006460	.044074	.191015	.221560
.149688	.011807	.007000	.003230	.022037	.171725	.180304
.196802	.023614	.014000	.006460	.044074	.240876	.310184
.089543	.011807	.007000	.003230	.022037	.111580	.132936
.150196	.023614	.014000	.006460	.044074	.194270	.255940
.130300	.023614	.014000	.006460	.044074	.174374	.194820
.253337	.047228	.028000	.012920	.088148	.341485	.379708
.147197	.011807	.007000	.003230	.022037	.169234	.242952
.284829	.023614	.014000	.006460	.044074	.328903	.475972
.370000	.011807	.007000	.003230	.022037	.392037	.470000
.119859	.011807	.007000	.003230	.022037	.141896	.173428
.259273	.023614	.014000	.006460	.044074	.303347	.336160
.136201	.011807	.007000	.003230	.022037	.158238	.223088
.185000	.011807	.007000	.003230	.022037	.207037	.275000
.113325	.011807	.007000	.003230	.022037	.135362	.145160
.203157	.023614	.014000	.006460	.044074	.247231	.236076
.369600	.047228	.028000	.012920	.088148	.457748	.471388
.147377	.011807	.007000	.003230	.022037	.169414	.229964
.281927	.011807	.007000	.003230	.022037	.303964	.440000
.087629	.011807	.007000	.003230	.022037	.109666	.125449
.092653	.011807	.007000	.003230	.022037	.114690	.130644
.136466	.011807	.007000	.003230	.022037	.158503	.191000
.151938	.011807	.007000	.003230	.022037	.173975	.200932
.197663	.011807	.007000	.003230	.022037	.219700	.195584
.261784	.023614	.014000	.006460	.044074	.305858	.361372
.113982	.011807	.001900	.003230	.016937	.130919	.148216
.218366	.023614	.003800	.006460	.033874	.252240	.281152
.441138	.047228	.007600	.012920	.067748	.508886	.561540
.189437	.023614	.003800	.006460	.033874	.223311	.250592
.396621	.047228	.007600	.012920	.067748	.464369	.501184
.148829	.023614	.003800	.006460	.033874	.182703	.210864
.198690	.023614	.003800	.006460	.033874	.232564	.301016
.090673	.011807	.001900	.003230	.016937	.107610	.128352
.131098	.023614	.003800	.006460	.033874	.164972	.190236
.147852	.011807	.001900	.003230	.016937	.164789	.238368
.120829	.011807	.001900	.003230	.016937	.137766	.167316

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ng the month.

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RRM: FILE COPY:
cc to [illegible].Pentz
H.R.Fagerson
R.C.Warren
J.F. Malone
O.P.Gose

Dec 2 Harry turned these sheets in

[illegible]: .2125
— .1921
.0204

"Do you really think this is good?" — Most certainly do.

Harry says well "Wait and see".

He covered the Ira matter.
" " the judgement of doing this in Chicago.

November 20, 1964.

Dec 3 call from Harry - Herschel very disappointed.

Mr. Harry L. [illegible], Executive Vice Pres.,
The Borden Company
350 Madison Avenue
New York, N. Y. 10017.

Dear Harry:

I am sure Jack told you of our conversation this morning, in which I related to him that I had visited with Ed Brennan on the [illegible] matter.

Briefly, the discussion with Ed was most instructive but, at the same time, it pretty well established that any factual reconciliation between the breakdown of his quotation and ours is not possible.

You will recall that when I was in New York and sat with you, Jack and the two Bob's, a primary concern centered around our "processing" charge of .08731 per One Half Gallon, which was in sharp contrast to Ed Brennan's figure of .0400. Ed simply pointed out as we examined this situation, that they had in effect "[illegible]" into the .0400 figure when it became clear their quotation had to be reduced if they were to hold their business. He stated that they had gone in with higher figures to begin with.

With such [illegible], we don't see how any reconciliation is possible. But we did decide with Ed's help, we could submit figures in a broader vein, at least to begin with, and attached are our revisions. We would like to have you discard the sheets I left with you on Tuesday and work from these new ones instead. As you will see readily, we are setting out only a raw milk figure, a price at our Chicago dock, and a price delivered to their stores.

Again, let me emphasize that this quotation is for the Chicago-Calumet Area, which is known out here as "Area No. 1."

I am looking forward to a 'phone conversation with you and Jack about the time you will have received this - in other words,

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Monday morning, November 23. There are other points to be covered in conversation that I won't put down here and then, of course, we will have the results of your visit today to discuss.

You are expending great efforts in our behalf - we are all very much aware of this and are most appreciative. Whatever must evolve, we will live with somehow or other, of course.

Many thanks.

Cordially,

Ralph R. Minkler.

RRM:lb
cc Mr. J. B. Fentz.

R L Warren

Important

Confidential

THE BORDEN COMPANY
CENTRAL DIVISION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

RALPH R. HINKLER
PRESIDENT

December 28, 1964.

3208

Mr. Harry L. Archer, Exec. Vice Pres.,
The Borden Company
350 Madison Avenue
New York, New York 10017.

Dear Harry:

I don't want to go into any detail concerning the recent many discussions and study sessions we have engaged in out here to put together a revised A & P quotation for the Chicago-Calumet Area. Suffice to say, we do have some new figures for you and, though we have not yet concluded that such a change can be made without creating a market upheaval, we know we will have to live with whatever happens - wrestling with the new problems as they develop.

Basically, after having talked with our folks in New York, Houston and Columbus, we have arbitrarily changed our approach of a 1/2¢ per point differential to a 1¢ per point differential between Private Label and Borden Brand for six only basic items.

This restriction to six items is extremely important to this whole consideration. Our records confirm that these six items represent approximately 70% of A & P's total volume. From our standpoint, primarily focusing on our cost problem, the restriction to six items protects plant efficiencies to a considerable extent, as well as distribution material handling. Our whole Woodstock approach was on the basis of palletization, as you know, and involvement of Private Labels for a number of customers on unlimited items, clearly will seriously dilute the efficiencies we anticipated.

We have more or less justified in our own minds this move to 1¢ by this limitation to main items only to be offered under Private Labels. We believe this is important to A & P and other

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CX 7D

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big customers, also. Many recent studies of the food chain business emphasize the efficiencies to be achieved through acceptance of palletized deliveries at the store level.

Attached is Sheet #1 headed "The Borden Company, Chicago-Calumet Area, Net Selling Price Quotation to A & P." This listing shows the net cost to A & P of Borden Label and A & P Label for the six major items. All other by-products would remain as they are today.

Again, it must be remembered that these six items represent approximately 70% of A & P's volume.

As with our first quotation, so your information will be complete, we are attaching two additional schedules, which detail our Milk cost and the price adjustment formula we would follow.

Just a couple of additional points, Harry. We have said all of this before many times, but, we do hope A & P will price this private label and the advertised brand the same, certainly to begin with. If private label out-of-store is dropped to reflect this 1¢ per point, this market will rock immediately, we think. We believe such a move on their part would destroy the present price level for advertised brands and would add explosive fuel to a war over the differential question. We know some competitors will be strongly opposed to a difference in price for a private label. One big decision we have to make has to do with how low we will go to force acceptance of a differential. We folded up in Wisconsin because of a "no sales below cost" stipulation in the Wisconsin Law. We have no such "out" in Illinois.

This is not exclusively a matter in our interest. We believe retailers' margins would eventually get caught in whatever upheaval takes place. With such a move on A & P's part - instead of an improvement in their overall margin, one point I am making is that their dairy department spread could collapse. If that should happen, they will not have gained anything by bringing in private label and, certainly, we will have been knocked to our knees.

Again, repeating myself, in Chicago we cannot yet bring into play any important modification of delivery to reduce our costs.

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We are still frozen to a six day delivery, with a base pay and commission rate which results in a driver wage cost of approximately $7.29 per hour. This prevents, obviously, the kind of distribution economies which, for example, are a part of the Wisconsin pricing structure and we hope Mr. Smith will give this due weight. In both Columbus, Ohio and Houston, Texas (two places he specifically referred to when you and he were discussing our preliminary Chicago quotation) greatly modified delivery systems are in existence.

Of course, Harry, absolutely basic to all this is our dependence on continuing to supply this account. I am extremely conscious of the difficult situation confronting you. We don't want this business to go up for grabs, naturally, and we do hope that this revision will prove satisfactory. We also [illegible] to feel it [illegible] in terms of our [illegible] with [illegible] and Dave Batterson, particularly. In New York, the [illegible] label and advertised [illegible] is 1 1/4¢ per point. In Columbus, it is 3/4¢ per point. Both of these were presented by Mr. Smith. Actually, our 1¢ is midway between these two. We know this change from 1/2¢ will affect us in Central-Illinois and Iowa too, but we see no other course to follow.

We will be anxious to hear from you. Perhaps all further consideration of this can be held over until your return (Jack told me you would be away for a couple of weeks.) I think that would be good in view of Mr. Smith's position of control.

Many thanks to you.

Cordially,

Ralph R. [illegible]

[illegible]
[illegible]
cc Mr. J. D. Fentz.

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December 28, 1964

The Borden Company

Chicago-Calumet Area

Net Selling Price Quotation to A & P

(Related To the Present Announced Super Pool Class I Price of $4.29)

	Borden Label	Private Label
Homo V D Milk - Gal. Paper	$ .7371	$ .6971
Homo V D Milk - 1/2 Gal. Paper	.3635	.3435
Homo V D Milk - Quart Paper	.2001	.1901
2% - 1/2 Gal. Paper	.3453	.3253
Vitamin Fortified Skim - 1/2 Gal.	.3453	.3253
Half and Half - Pint	.2934	.2834

Delivery shall be as follows:

1. Six (6) day delivery per week with one (1) delivery per store per day.
2. Store-door deliveries - no in-store service.
3. No special deliveries.
4. No returns, except products inferior in quality and packaging at time of delivery.

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#2 December 20, 1964

FORMULA PRICE FOR RAW MILK

CHICAGO-CALUMET AREA

	Per Hundred Pounds
Announced Class I Super Pool Price - 3.5% B.F.	$ 4.2900
Market Administrator's Fee	.0200
Shrinkage 1%	.0045
Procurement, Field Service, Association Fees, Inner Zone Premiums, Direct Delivery Premiums, etc.	.2500
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$ 4.5645
To 3.4% B.F. Finished Product	.0740
Cost of 3.4% Finished Product	$ 4.4905

MILK COST BY ITEMS

Quart	2.15 pounds x $4.4905 per cwt. =	$	.0965
Half Gallon	4.30 pounds x $4.4905 per cwt. =		.1931
Gallon	8.60 pounds x $4.4905 per cwt. =		.[illegible]

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CX7H

Chicago Metropolitan Region

CHICAGO-CALUMET AREA

Price Change Per Unit

(Related to the Present Announced Super Pool Class I Price of $4.29 per Cwt.)

Increase or Decrease per Cwt.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0009
.02	.0004	.0008	.0016
.03	.0007	.0014	[illegible]
.04	.0009	.0019	[illegible]
.05	[illegible]	[illegible]	[illegible]
.06	.0013	[illegible]	[illegible]
.07	.0015	[illegible]	[illegible]
.08	.0017	.0034	[illegible]
.09	.0019	[illegible]	.0075
.10	.0021	.0042	.0084
.11	.0024	[illegible]	[illegible]
.12	[illegible]	[illegible]	[illegible]
.13	.0028	.0056	.0112
.14	[illegible]	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	[illegible]
.20	.0043	[illegible]	.0172
.21	.0045	.0090	[illegible]
.22	.0048	.0096	[illegible]
.23	.0050	.0100	[illegible]
.24	.0052	[illegible]	[illegible]
.25	.0054	.0108	.0216

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[illegible]

The following may provide some additional thoughts to support our position in Chicago.

The dealer characteristics in the Chicago market are important to note. The five major dealers represent approximately [illegible]% of total Chicago market sales. These same dealers each have strong chain representation, supplying individual chain accounts on an exclusive basis, i.e. Borden - A & P, [illegible] - Kroger, [illegible]-Jewel, Hawthorn Mellody-National Tea, Country Delight- Certified. Each of the chain accounts are strongly represented in the market by store numbers and any action precipitated by any one chain historically, has been immediately reflected by both the serving dealers and chain retailer.

The position and history of the Milk Wagon Drivers Union of Chicago cannot be lightly considered. They have very strongly supported their contract position in the past and will strongly oppose [illegible] question the contract provision currently in effect.

The Borden label is a strong label in the Chicago market and is bound to receive additional emphasis with the opening of the new Woodstock milk processing plant in January 1963.

In addition Borden's sales representatives are closely familiar with the sales and merchandising problems of each A & P store in the area. Their experience and know-how are most valuable tools to the success of the program being considered.

Too much stress cannot be given to the ability of Borden to

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serve the A & P account in the most efficient manner employing modern methods of production, distribution and account billing and record keeping which should accrue to the best interest of the A & P account.

The Woodstock plant is the most modern plant in the world. Every facet of automation available is employed in its operation. The distribution process also is directly linked to the automated plant process through a new distribution point constructed at O'Hare which employs the use of palletized loads, which have been found in food store studies to be the fastest means of moving large quantities of products. In the field of account billing and record keeping, I. B. M. computers will quickly furnish the data required in a manner that should keep the retailer's internal cost in this area at a minimum.

While all these elements do not directly show up in retailers cost area they are bound to be a most important fact in the store level cost of receiving deliveries.

No other dealer in the Chicago market is so equipped.

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3216

January 22, 1965.

Mr. Harry L. Archer, Exec. Vice Pres.,
The Borden Company
350 Madison Avenue
New York, New York 10017.

Dear Harry:

Attached are two sets of the A & P data as requested by you over the 'phone this afternoon. They are duplicates of the information sent with my letter of December 28, but none of these sheets show any date whatever.

I am glad it is your intention to delay consideration of Chicago figures as long as possible. In our conversation, you said you wanted these sheets without a date on them to place you in position to say you had just received them - in the event Smith were to rather suddenly bring up the subject again.

For what it is worth, I might also just toss in the possibility of your saying that your Chicago people have been "dragging their feet" because of their terrific involvement with the problems attendant to getting a new plant started.

Of course, typical of my wishful thinking, if they'd decide to let the Chicago situation rest until they saw exactly how New York and Northeast were working out, I would be much happier.

Thanks again for all your effort on this matter.

Cordially,

Ralph R. Minkler.

RR:mlb
attach.

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3217

THE BORDEN COMPANY
CENTRAL DIVISION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

RALPH R. MINKLER
PRESIDENT

A+P
Chicago

February 9, 1965

Mr. Jack B. Pentz, President
Borden's Milk and Ice Cream Co.,
Division of The Borden Company
350 Madison Avenue
New York, New York 10017.

Dear Jack:

I am addressing this letter to you, but a copy is going to Harry Archer.

Just this morning, you were informed of the manner in which A & P approached us out here - that it came through the Chicago Unit buyer, Elmer Schmidt to our Gordon Tarr, instead of directly from Ira Bartels to either Harold or me.

Attached is a copy of the approach Tarr is going to make with Schmidt. Naturally, I am sending this to you and Harry as "informative" only. Nothing is expected presently as far as any action at Harry's level is concerned.

We are glad that this came through the Chicago Unit buyer. It illustrates how particular Ira Bartels is when it comes to "channels." The Chicago Unit buyer is very friendly to us - especially with Gordon Tarr. We have given Gordon a most meticulous briefing on his approach and I can't tell you that I have a feeling of confidence that he will do well.

We decided, after much additional soul-searching and mathematics, that we would have to go back at Schmidt with something of an improvement over what Herschel Smith had turned down. Furthermore, when Schmidt talked to Tarr yesterday, he made it very plain that we had to be right. He said he very much appreciated the sensitiveness of this market and that he did not want to put this private label out for bids. We feel certain, that through Ira Bartels, he was pretty well briefed on what Herschel Smith had already learned, so in the last twenty-four hours, we have

Mr. Jack B. Pentz February 9, 1965.

decided we must come through with the "bottom line."

There is nothing different on Schedule #1 and Schedule #2. On Schedule #3, you will see that we come down to new figures for the quoted private label prices. The last figure you had from us for Half Gallon was .3485. We are now quoting .3430, which when compared to the Borden price of .3685 is a reduction per Half Gallon of .0255 or per point of .0127. The .0127 gets us to a differential situation much like that presently prevailing in New York.

We are not unaware of the "long" situation with respect to quarts, but we are covering that in our "composite" explanation at the bottom of Schedule #3, and we don't think it will be difficult to sell.

Schedule #4 lists five items in addition to the six given to Harry for the last quotation channeled through his office. Here again, Schmidt insisted to Tarr that he wanted all items. We still have not given him quite all, as indicated by the last paragraph on Schedule #4, but, here again, we think we have a good chance of making the sale.

We also want you to know, for your information, that on the last five items the reduction for private label is only 1/2¢ per point.

It is entirely possible that Tarr will not be able to see Elmer Schmidt until Thursday. Schmidt is having some routine tests done in a hospital both today and tomorrow.

As promised, we will let you know as this situation develops.

Cordially,

Ralph

RRM*mlb
enc Schedule.
cc Mr. H. Archer

Ralph R. Minkler.

The Borden Company

Chicago Metropolitan Region

Data Re: A.P. Quote - 7/9/45

CXID-13B

Contents

Letter dated 4/1/65 F.R.M. to Jack & Perry.

Schedule: Formula Price for Tracy Milk

Schedule – Price Change Per Unit (4 Sheets)

Schedule – Base Calculation and Private Label Quotation Schedule.

Schedule – General Quotations

Schedule No 1. Estimated Adjacent Store Wholesale Profit Per Pound.

Schedule No. 4 Estimated Operating Gross Profit Per Pound.

Schedule No 3 Private Label Private Label Comparison.

Schedule No. 4 – Estimated Savings – Woodstock Project.

Schedule No 5 Sales to N.P. in Chicago – Week of Jan. 30, 1965.

Statement – Chicago Metropolitan Region Operating Statement – Period ended 11/5/64

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Schedule No 1

The Borden Company

Chicago Metropolitan Region

Estimated Adjusted Store Wholesale Profits Per Cent

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Estimates

(1) Estimated Adjusted Store Wholesale Gross Profit Before Taxes - Per Pound Sold on Wholesale Store Routes Per Schedule No. 5	.01793
(2) Deduct: Decrease in Sales Value Per Pound Based on A.P. Chicago Area Stores (170) for Week of 1/30/58 Adjusted to List Price less 30% discount Per Schedule No. 3	.01323
(3) Estimated Adjusted Store Wholesale Gross Profit Before Taxes Remaining (.01793 – .01323 =)	.00470
(4) Add: Estimated Savings Per Pound Resulting from Construction of New Creamery Plant at Woodstock, Ill. and Other Operating Changes Resulting Therefrom (1st Year) Per Schedule No. 4	.00619
(5) Estimated Adjusted Store Wholesale Gross Profit Per Pound Before Taxes After Adjusting Current List Wholesale Store Prices by 30% and Reflecting the Estimated Woodstock Ill. Project 1st Year Savings Per Pound (.00470 + .00619 =)	.01089

3222

Borden Company

Chicago Metropolitan Region

Question Store Wholesale Profit Per Pound

Re: A & P Private Label

7/5/60

Schedule No. 1.

CX1D-13D

Schedule No v

The Borden Company

Chicago Metropolitan Region

Estimated Operating Gross Profit Per Quart

Based on the Results for the 9th & 11th Periods 1964

CXID-13E

(1) Estimated Operating Profit
Star Routes 11th Period

		Paint Sales	Gross Profits
Store Wholesale Routes	Irving Park	2022318	$60065.22
" " "	Holland Road	1092832	(1) 25970.75
Total Gross Profit - Star Routes			$86035.97
Deduct:			
Advertising & Merchandising	3115150 x .0021		6541.82
General Sales	3115150 x .0013		4049.70
Administrative & District G.O.S.	3115150 x .0021		6541.82
Credit & Collection	3115150 x .0003		934.55
Sales (Reg) & Deduction	3115150 x .0003		934.55
Total Deductions			19002.44
Estimated Gross Profit Before Taxes	11th Period		$67036.53
" " " "	Per Point		.0215
(67036.53 ÷ 3115150 =)			
Estimated Gross Profit Before Taxes	9th Period		$50967.93
" " " "	Per Point		$.0170
Average Estimated Gross Profit Before Taxes			.01925
(Being an averaging of 9th & 11th Periods)			
(.0215 + .0170 ÷ .0385)			
Deduct Transport Equalization			
(average of .0025 per point = .0023 per Paint			
= .0023 x 2022318 =		$4651.32	
(average of .0025 per point minus .0020			
Holland Road = (.0005) x 1092832		(546.42)	
(4104.90 ÷ 3115150 =)		$4104.90	.00132
Estimated Adjusted Gross Profit Per Point Before Taxes			.01793

3224

*Source: Chgo. Metropolitan Regions - Operating Statement

Chicago Metropolitan Region

Schedule No 8

XID-13F

(1) Computation of Holland Road Store Wholesale Gross Profit

Total Operating Gross Profit				$47,404.82
Deduct:				
Bulk Wholesale	274,667 gals	x .0170	$4,669.34	
Vendors	757,323 "	x .0213	16,769.55	
Commercial	2,755	x .0015	4.18	21,443.07
Estimated Store Wholesale Gross Profit				$25,971.75

7/5/65

Schedule No. 2

The Borden Company

Chicago Metropolitan Region

Private Label Prices

Considerations

CX ID-13-G

Ch...

Item			(1) * Actual Quantity Sold	(2) Week ended (1703 Stores) Net Unit Selling Price	(3) 1/30/65 Net Sales Value	(4) Present List Price	(5) Net Unit Selling Price @ 30% Disc.
Homo V.D. Milk	Glass	Gal	18,405	.6981	12,848.53	.93	.6510
"	Paper	"	14,301	.7371	10,541.27	.98	.6860
" "	"	1/2 Gal	101,450	.3685	37,395.38	.49	.3430
" "	"	Qt.	40,668	.2000	8,133.60	.265	.1855
Chocolate Milk		"	2,999	.2437	730.86	.32	.2240
" "	Handi-Pak	1/2 Pt	1,959	.0648	125.89	.085	.0595
" Skim	Paper	1/2 Gal	1,426	.3453	492.40	.46	.3220
Buttermilk	"	1/2 Gal	5,514	.3685	2,054.02	.49	.3430
"	"	Qt.	9,303	.2000	1,860.60	.265	.1855
2%	Glass	Gal	5,231	.6500	3,400.15	.87	.6090
"	Paper	1/2 Gal	11,892	.3453	4,106.31	.46	.3220
Fortified Skim	"	1/2 Gal	9,426	.3453	3,254.80	.46	.3220
"	"	Qt	7,679	.1917	1,472.06	.255	.1785
Whipping Cream	"	1/2 Pt	4,526	.3068	1,388.58	.40	.2800
Half & Half	"	Qt	1,170	.5895	689.72	.77	.5390
"	"	Pt	29,979	.2934	8,930.51	.39	.2730
Sour Cream	"	16 oz	3,497	.4905	1,713.78	.635	.4445
"		8 oz	7,194	.2474	1,779.50	.325	.2275
" " Dip	"	8 oz	2,230	.2947	657.18	.385	.2695
" Half-Half		Pt	2,957	.3578	1,058.01	.465	.3255
Triple Whip		3 oz	905	.4089	370.05	.53	.3710
Yogurt		1/2 Pt	2,313	.2038	471.39	.27	.1890
Totals					$103,483.19		
" Points			558,442				
Average Per Point					$.1853		
Average Points Per Delivery			547				

* Attn 1 - A o P.

3226

Chain Metropolitan Regions
Private Label Price Consideration A&P. Schedule No. 3

(5) Net Month Selling Price @ 30% Disc.	(6) Aggregate of Net Sales Value	(7) Net Sales Value Decrease (Col 3 — Col 6)	(8) Net Sales Value Decrease on 6 Items only		Net Bus Quantities	Decrease Per Units	Total Decrease Value
6510	11981 65						
6860	9510 49		730 98		6860	.0511	730 78
3430	34807 64		✓2587 74	= (3) − (6)	3430	.0255	2587 74
1855	7543 91		589 69		1855	.0145	589 69
2240	671 78				2387	.0050	15 00
0595	118 35						
3220	459 17						
3430	1910 33				3585	.0100	55 74
1355	1725 71				1950	.0050	46 52
6070	3155 68						
3220	3829 22		277 09		3220	.0233	277 09
3220	3035 17		219 63		3220		219 63
1785	1370 70				1867	.0050	93 40
2800	1267 28				3018	.0050	22 63
5390	630 63						
2730	8070 62		760 19		2730	.0254	760 19
4445	1598 87						
2275	1636 64						
2645	600 99						
3225	962 50						
3710	335 76						
1690	437 16						
	96091 80	7391 39	5165 12				
	✓ .1921	.01323	.0092 ✓				

5343.41 = .012 ✓
per gal. on list
volume : .0096
on Bus volume

Total gal. volume
on list = 435981
✓ 78.6%

Total Annual
Cost 277567

ASID-134

7/5/65

Schedule No. 4

The Borden Company

Chicago Metropolitan Region

Estimated Savings:
Woodstock Project.

CX ID - 13 I

Item	Estimated Savings Projected Annually 1st Year	Estimated Savings Projected Per Point
Raw Products & Procurement Costs	$ 222182	$ .00112
Labor	1068363	.00538
Transportation	269343	(.00135)
All other Costs	207508	.00104
Total	$ 1228710	$ .00619
Total Annual Points Projected	198500000	

Memo:

Total New Investment	$ 5245583
Interest on New Investment @ 5%	$ 262279
Cost Per Point	.00132

3228

The [illegible] Company

[illegible] [illegible] Regions

Estimated Savings - [illegible] [illegible]

Schedule No. 4

7/8/65
Schedule No 5

3229

The Borden Company

Chicago Metropolitan Region

Sales to A.P. Stores in
Chicago for week
ending Jan 30, 1965

CX1D-13-L

Chicago Metropolita
Sales To A & P Stores in
Week Ended Ja

		Chicago & Suburbs 151	Libertyville 9	Elgin 10	170 Stores Total Quantity	Unit Net Selling Price	Net Sales Value
Homo. VD Milk Glass	Gal.	16 661	935	809	18 405	698 1	$12 848 53
" " " Paper	"	12 326	1 373	602	14 301	737 1	10 541 27
" " "	1/2 "	88 233	8 004	5 243	101 480	368 5	37 395 38
" " "	QTs.	38 638	1 266	764	40 668	200 0	8 133 60
Choc. Milk	"	2 687	182	130	2 999	243 7	730 86
" " Handi PK	1/2 PTs.	1 989	-	-	1 989	064 8	128 89
" Skim	1/2 Gal	1 147	190	89	1 426	345 3	492 40
Buttermilk	1/2 Gal	4 902	442	230	5 574	368 5	2 054 02
"	QTs.	8 501	495	307	9 303	200 0	1 860 60
Golden Del-Glass	Gal.	4 581	369	281	5 231	650 0	3 400 15
" "	1/2 Gal.	10 168	975	749	11 892	345 3	4 106 31
Fort. Skim	1/2 Gal.	8 431	670	325	9 426	345 3	3 254 80
" "	QTs	7 226	299	154	7 679	191 7	1 472 06
Whipping Cream	1/2 PTs.	3 913	356	257	4 526	306 8	1 388 58
Half & Half	QTs.	1 086	53	31	1 170	589 5	689 72
" "	PTs.	27 342	1 711	876	29 929	298 4	8 930 81
Sour Cream	16 oz.	3 228	139	130	3 497	491 5	1 718 78
" "	8 oz.	6 482	387	325	7 194	247 4	1 779 80
" " Dips	8 oz.	1 813	242	175	2 230	294 7	657 18
" Half & Half	PTs.	2 664	174	119	2 957	357 8	1 058 01
Triple Whip	8 oz	845	30	30	905	408 9	370 05
Yogurt	1/2 PTs	2 134	133	46	2 313	203 8	471 39
Total Quantity		254 997	18 425	11 672	285 094		$103 483 19
Total Points.					558 442		1 853

3230

7/5/65

Region

in Chicago Metro Area

Jan 30, 1965

	Unit Out of Store Price	Out of Store Value	Margin	% Margin To Out of Store Value	List Price	Value at List	Margin at List over Net Selling Price
53	.79	14539.95	1691.42	11.63%	.93	17116.65	
27	.89	12727.89	2186.62	17.18	.98	14014.98	
38	.47	47695.60	10300.22	21.60	.49	49725.20	
60	.26	10573.68	2440.08	23.08	.265	10777.02	
86	.33	989.67	258.81	26.15	.32	959.68	
39	.0575 (35)	174.04	45.15	25.94	.085 (34)	1690.65	
40	.45	641.70	149.30	23.27	.46	655.96	
02	.47	2619.78	565.76	21.60	.49	2731.26	
60	.26	2418.78	558.18	23.08	.265	2465.30	
15	.75	3923.25	523.10	13.33	.87	4550.97	
31	.45	5351.40	1245.09	23.27	.46	5470.32	
50	.45	4241.70	986.90	23.27	.46	4335.96	
06	.25	1914.75	447.69	23.38	.255	1958.15	
58	.40	1810.40	421.82	23.30	.40	1810.40	
72	.78	912.60	222.88	24.42	.77	900.90	
81	.39	11672.31	2741.50	23.49	.39	11672.31	
78	.69	2412.93	694.15	28.77	.635	2220.60	
80	.39	2805.66	1025.86	36.56	.325	2338.05	
18	.40	892.00	234.82	26.32	.385	858.55	
01	.49	1448.93	390.92	26.98	.465	1375.01	
05	.55	497.75	127.70	25.65	.53	479.65	
39	.29	670.77	199.38	29.72	.27	624.51	
319		130940.54	27457.35	20.97%		138732.08	35248.89
53							25.41%

AKD 13

(Stone or Plastic coated Paper)

	Per Quart	Per Half Gallon
Raw Milk Cost	.0966	.1931
(1) Container Cost	.0185	.0342
(2) Production Expense	.0200	.0400
(3) Route Delivery Expense (Maintenance Truck only)	.0225	.0450
(4) Other Distribution Expense	.0125	.0250
Total Cost	.1701	.3373
Quotation for A & P - Brand Label	.1555	.3430
Break Even Profit Per Unit	* .0154	* .0057

* Composite Broken Loss Profit Per Quart Per Details below

Weekly Points					
Qt	40668	x	.0154	=	626.28
½ Gal	202960	x	.00285	=	578.44
Gal.	57704	x	.00285	=	163.03
					1367.75
Total Points	301,332				.0045

Chicago Calumet Area

Feb 9, 1965

Basic Calculation and

Private Label Quotation Schedule for

Quarts, Half Gallons and Gallons

Schedule No. 3.

Per Gallon
.3862
.0684
.0800
.0900
.0500
.6746
.1860
.0114

(1) Same as St Louis proposal

(2) Same as New York.

(4) Includes truck leasing, weekly billing, waste and general overhead.

(5) Route Delivery Expense is based on the following:

(1) Six (6) day delivery per week with one (1) delivery per store per day

(2) Store door deliveries no in-store service

(3) No special deliveries

(4) No returns, except products inferior in quality and packaging at time of delivery

CXID-14

Schedule #1 February 9, 1965

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price - 3.5% B.F.	$ 4.2900
Market Administrator's Fee	.0200
Shrinkage 1%	.0045
Procurement, Bulk Tank Premiums Association Fees, Inner Zone Premiums, etc.	.2500
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$ 4.5645
To 3.4% B.F. Finished Product	.0740
Cost of 3.4% Finished Product	$ 4.4905

MILK COST BY ITEMS

Quart	2.15 pounds x $4.4905 per cwt.	=	$ .0966
Half Gallon	4.30 pounds x $4.4905 per cwt.	=	.1931
Gallon	8.60 pounds x $4.4905 per cwt.	=	.3862

Schedule #2 3233 February 9, 1965 14B

CHICAGO-CALUMET AREA

Price Change Per Unit

(Related to the Present Announced Super Pool Class I Price of $4.29 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

Schedule #2 - Page 2 3234 February 9, 1965 140

CHICAGO-CALUMET AREA

Price Change Per Unit

(Related to the Present Announced Super Pool Class I Price of $4.29 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

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Schedule No. 3 3235 February 9, 1965.

Chicago-Calumet Area
Basic Calculation and
Private Label Quotation Schedule for
Quarts, Half Gallons and Gallons

(Items in Plastic Coated Paper)

	Per Quart	Per Half Gal.	Per Gallon
aw Milk Cost	.0966	.1931	.3862
ontainer Cost	.0185	.0342	.0684
roduction Expense	.0200	.0400	.0800
A) Route Delivery Expense (Man and Truck only)	.0225	.0450 ✓	.0900 ✓
B) Other Distribution Expense	.0125	.0250	.0500 ✓
Total Cost	.1701	.3373	.6746
uotation for A & P Private Label	.1855	.3430	.6860
orden gross profit per unit	*.0154	*.0057	*.0114

A) Route Delivery Expense is based on the following:
- (1) Six (6) day delivery per week with one (1) delivery per store per day
- (2) Store-Door deliveries - no in-store service.
- (3) No special deliveries.
- (4) No returns, except products inferior in quality and packaging at time of delivery.

B) Includes Truck Loading, Weekly Billing, Waste and General Overhead.

omposite Borden Gross Profit Per Quart per detail below:

[illegible]	Weekly Quarts		Borden Gross Profit		Total
uart	40,668	X	.0154	=	$626.28
2 Gallon	202,960	X	.00285	=	$578.44
llon	57,204	X	.00285	=	$163.03
tal Points	300,832				$1367.75

posite Borden Gross Profit Per Quart .0045.

14E

28

3236

14E

February 9, 1965

[illegible]

Chicago-Central Area

[illegible] - A & P Private Label

(Related To the Present Announced Super Pool Class I Price of $4.29)

	Net for Borden Label	Net for A & P Private Label
Homo V D Milk - Gal. Paper	$ .7371	$ .6860
Homo V D Milk - 1/2 Gal. Paper	.3685	.3430
Homo V D Milk - Quart Paper	.2000	.1855
✓ 2%-1/2 Gal Paper	.3453	.3220
✓ Vitamin Fortified Skim - 1/2 Gal.	.3453	.3220
Half and Half - Pint	.2984	.2730

(Above items account for approximately 70% of A & P total sales.)

Chocolate Milk - Quarts	.2437	.2387
Buttermilk - 1/2 Gallons	.3685	.3585
✓ Buttermilk - Quarts	.2000	.1950
✓ Fortified Skim - Quarts	.1917	.1867
✓ Whipping Cream - 1/2 Pints	.3068	.3018

In the above listing we have not included half and half quarts, sour cream, sour half and half, sour cream dips, triple whip and yogurt. Production of these items under private label in addition to our regular brand, adversely affects production costs substantially because the items are required in limited quantity.

X

CXID-16P

3'

A&P
Chicago

RRM 2/9.

A&P PL discussion started 2/8 at 3 P.M.

Let VA know.

It came in manner diff than expected.

Bartels did not call RM

Elmer Schmidt ~~called~~ talked to Gordon Tapper when Elmer was in Local A&P office on other matters

Wants quotes on PL milk.

Jass was prepared.

1/2¢ diff in 30 not to work ~~[illegible]~~ in Chi. Need more

32

16 B

3238

Start with cost [illegible]

- Cost [illegible]
- Cost [illegible]
- Cost Oil
- Balance

Wants us to make a profit.

All items "?"
Return on "By Products"

6 main items are 70% of Volume.

All this is just fine.
N.Y. handled fine.

3rd

17A

The Borden Company

Central Division

Schedules Listing

① Schedule of Present Selling Prices
② Schedule of Quantities Sold
③ Schedules of Raw Product Cost
④ Schedule of Delivery Cost (Man + Truck)
⑤ Schedule of Cost, P.L. Selling Price + Gross Profit
    (a) Quarts
    (b) Half Gallons
    (c) Gallons
(6) Schedule of Composite Gross Profit

Schedule

3240

Item			Area #1 Lockport Joliet	Area #1 Woodstock	Area #1 Chesterton	Area #1 S. Bend Mishawaka, Elkhart Goshen, LaPorte, Mich. City	
Homo Milk	Glass	Gal	880	46	16		142
		Gal	617	96	10	18	1844
		½ Gal	1746	396	90	222	7828
		Qt	498	48	36	40	1490
	Spoon Pk	Gal					
Gail Borden	Glass	½ Gal					
Choc Milk		Qts	104	8	2		163
	Hand Pk	½ Pts					
Choc Shake		½ Pt					
Choc Skim		½ Gal	6				71
Gail Borden	Paper	½ Gal					
Butter milk		½ Gal	245	22	2		408
		Qts	236	32	8		511
[illegible]	Paper	Gal					442
	Glass	Gal	93	4			
		½ Gal	160	96	19		1493
Fort Skim		½ Gal	149	33			325
		Qts	146	14	8		170
Egg Nog		½ Gal					
		Qts					
Whip Cream		½ Pts	131	48	8		224
½ & ½		Pts					
		Qts	444	120	26		1487
Sour Cream		16 oz	73	12	4		210
		8 oz	139	36	8		475
Sour Cream Dips 264		8 oz	85	24			267
H Jo Cream		Qts					
Orange Drink		½ Gal					56
		Qts					110
Fruit Punch		½ Gal					
Lemonade		½ Gal					
Grape		½ Gal					
Bulk		Qts					56
Assorted ½ & ½ 79		Qts	35	12			12
Super Whip's 342		8 oz	180	12			23
Yogurt 261		½ Pt	34	4			154
Orchard Ole Farm Pk		Gal					
Cottage Cheese		2#					1092
		16 oz					1797
		8 oz					84
Chive Cheese		16 oz					149
		8 oz					
Pineapple Cheese		16 oz					161
Veg Salad Cheese		16 oz					10
[illegible]		14 oz					91
Wake Up		Qts					

Area #1 …l, Knox, Valparaiso, N. Judson	Walkerton	Area #3 Rockford, Freeport, Loves Pk, Pecatonica	Area #3 Marengo, Rochelle,	Area #3 DeKalb, Belvidere, Dixon, Polo,	Mt Morris	Area #3 Galena, Warren
283		485		160		7
579		154		231		
260		1594		2167		107
159		407		534		46
26		146		85		4
8		97		20		8
39		119		48		
75		305		214		7
130		1364		605		46
46		250		143		
32		120		104		4
23		358		195		8
168		380		440		37
12						
56		192		186		8
16		170		102		
		59				
				28		
		66				
14						
7		84		14		2
6		53		30		
		381		194		15
		833		313		32
		84		10		
		12				
		25				

3240-A

619

35

3641

Items		Area #2 Kankakee	Area #4 Wilmington	Area #3 Manteno, Momence, St Anne, Gilman, La Salle, Marseilles, Ottawa, Peoria, Pontiac, Onarga, Sandwich, Spring Valley, Herscher	Area #5 Gardner
Homo Milk Glass	Gal	188	10	305	60
	Gal	170	20	946	166
	1/2 Gal	1499	204	2992	765
	Qt	384	26	994	393
Twin Pk	Gal				372
Dove Brown Glass	1/2 Gal				41
Choc Milk	Qts	36	2	156	
Hand Pk	1/2 Pt				
Egg Shake	1/2 Pt			23	3 MILK
Choc Skim	1/2 Gal	12			
Dove Brown Paper	1/2 Gal			103	32
Buttermilk	1/2 Gal	96		242	70
	Qts	120	12		
Golden Del Paper	Gal				
Glass	Gal			483	233
	1/2 Gal	168	4	84	
Frost Skim	1/2 Gal	60		182	109
	Qts	48	8		
Egg Nog	1/2 Gal				
	Qts				
Whipping Cream	1/2 Pt	99	8	190	108
1/2 & 1/2	Qts			747	327
	Pts	324	36	22	
Sour Cream	16 oz			163	35
	8 oz	72	8	64	104
Sour Cream 43 Dips	8 oz	36			
1/2 To Cream	Qts			3	15
Orange Drinks	1/2 Gal	12			
	Qts	48			
Fruit Punch	1/2 Gal				
Lemonade	1/2 Gal				
Grape	1/2 Gal				
Beef	Qts			28	22
Sour 1/2 & 1/2 94	Pts			46	
Topper Whip 113	8 oz	24			
Yogurt 93	1/2 Pt	17		36	
Golden Del Twin Pk	Gal				
Cottage Cheese	2 lb				
	16 oz				
	8 oz				
Chive Cheese	16 oz				
	8 oz				
Pineapple Cheese	16 oz				
Veg Salad Cheese	16 oz				
Dry Baked	12 oz			24	
Water Ice	Pts				

937

The Borden Company - Central Division

Schedule of Quantities Sold [illegible] P. (other than Chicago [illegible])

7/20/05 17C

Area #4 [illegible]	Area #5 [illegible]	Area #6 [illegible]	Area #7 Sand Plains	Total Quantities		Total Value	Value [illegible] Area #3	Quantities Value Area #4 – Area #6
		182	64	2222	13.78	1703.70	1302.16	401.54
137		2306		7286	64.18	4676.53	2319.35	2357.18
217	48	3402	213	24028	33.00	7928.99	4902.81	3026.18
58	24	1576	39	6753	17.61	1189.26	575.76	613.50
210	30	393		1005	62.04	623.54		623.54
14	8	272	9	1076	[illegible]	235.74	123.72	112.02
15 nil				263	32.63	85.83	67.00	18.83
12			3	1129	34.13	385.36	299.70	85.66
15	10	445	21	2323	17.75	412.47	247.37	165.10
				442	58.10	256.80	256.80	
				97	65.00	63.05	63.05	
	36	1007	34	6178	30.48	1883.11	1232.59	650.52
		657		1747	29.12	508.78	290.86	217.92
23	10	333	6	1315	16.70	219.56	101.08	118.48
22	10	296	24	1252	[illegible]	488.28	275.19	213.09
127	50	1059	51	5553	25.72	1428.13	720.55	707.58
				333	43.72	145.60	135.58	10.02
	6	240	4	1628	23.35	380.13	262.00	118.13
50	4	203	11	1136	26.59	302.08	179.65	122.43
				145	25.21	36.55	29.17	7.38
				158	15.59	24.64	17.49	7.15
				28	24.28	6.80	6.80	
				122	22.98	28.04	28.04	
		46		172	33.45	57.88	27.33	30.55
10		33		435	41.82	181.90	134.15	47.75
		40		374	21.32	79.75	61.59	18.16
135				135	59.28	80.03		80.03
		787				542.97	258.71	284.26
		1442				542.28	281.21	261.07
		402				77.89	24.97	52.92
		45				45.01	35.55	9.46
		44				49.07	39.16	9.91
						2.43	2.43	
		16				25.32	22.66	2.66
						10.48	5.90	4.58
						25610.98	15130.38	10480.60

3241-A

17C

Data

	Raw Milk Cost	Container Cost	Production Expense	Route Delivery Expense
Processing Area No 1				
Chesterton	3891	0684	0800	1000
South Bend, Mishawaka, Elkhart & Goshen	3891	0684	0800	0606
La Porte & Michigan City	3891	0684	0800	0576
Valparaiso	3891	0684	0800	0500
Walkerton	3891	0684	0800	0600
Average	3891	0684	0800	0596
Processing Area No 2				
Lockport & Joliet	3616	0684	0800	0850
Rockport & Crown Point	3616	0684	0800	0824
Average	3616	0684	0800	0880
Processing Area No 3				
Woodstock	3427	0684	0800	1116
Crystal Lake & No Junction	3427	0684	0800	0704
Freeport, Belvidere & Pecatonica	3427	0684	0800	0824
Marengo	3427	0684	0800	1028
De Kalb & Rochelle	3427	0684	0800	1028
Dixon, Polo & Mt Morris	3427	0684	0800	1028
Kankakee	3427	0684	0800	1200
Wilmington	3427	0684	0800	1200
Manteno, Momence & St. Anne	3427	0684	0800	1200
Oglesby, La Salle, Marseilles Ottawa, Streator, Pontiac Princeton & Spring Valley	3427	0684	0800	0612
Sandwich & Plano	3427	0684	0800	0612
Lacon	3111	0684	0800	0744
Average	3407	0684	0800	0791
Processing Area No 4				
Clinton, Davenport, Geneseo Kewanee, Lanark, Moline Mt Carroll, Rock Island	3395	0684	0800	0623
Savanna, Sterling & Fulton Galesburg	3111	0684	0800	0744
Average	3376	0684	0800	0636
Processing Area No 5				
Galesburg	3111	0684	0800	0744
Lacon	3111	0684	0800	0800
Monmouth	3111	0684	0800	1200
Average	3111	0684	0800	0769
Total Average	3551	0684	0800	0691

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936

[illegible] Selling Price

Other Distribution Expense	Total Cost		Quotation for [illegible] P Private Label	Burden Gross Profit Per Unit		Quantity Sold	
0500	6875		7171	0296		10	
0500	6475		6090	(0385)		1475	
0500	6451		6090	(0361)		+ 369	
0500	6375		6094	(0281)		+ 120	
0500	6475		6094	(0381)		+ 80	(7723)
0500	6471		6096	(0371)	(0375)	2054	(7623)
0500	6480		6960 ~~7115~~	0480 ~~0635~~		617	
0500	6424		7006	0582		-	
0500	6480		6960	0450		617	7962 ~~[illegible]~~
0500	6527		6707	0180		96	
0500	6115		6094	(0021)		+ 379	
1500	6235	4 days	6420 ~~7006~~	0185		154	
0500	6439		6686	0247		20	
0500	6439	4 da	6420 ~~6686~~	(0019)		105	
0500	6439		6686	0247		105	
0500	6611		6860 ~~7111~~	0249		180	
0500	6611		7115	0504		20	
0500	6611		6319	(0292)		60	
0500	6023		6319	0296		356	
0500	6023		6180	0157		-	
0500	5895		6528	0633		2005	~~[illegible]~~
0500	6185		6396	0211	0211	137 3142	4624 4530
0500	6007		5870	(0230)		2206	(~~[illegible]~~)
				0061		166	(3065)
0500	5839		5900	0061		2472	(5423)
0500	5996		5872	(0210)	(0124)		
0500	5839		5900	0061		166	
0500	5895		6525	0633		137	
0500	6295		6395	0100		-	
0500	5864		6184	0032		303	
0500	6226		6181	(0045)		7285	(3212) ~~[illegible]~~ ([illegible])

(32 78)

3342-A

1701

Data

	Total Weekly Point Volume	Base Price Subject to Order Price	Per Cent (35%) Subject to Superpool Price	Add: Additional Procurement Cost	Total Cost Subject to Order Price	Per Cent (35%) Subject to Superpool Price
Area No. 1						
Lockport & Joliet	13649		400	2745		42745
Woodstock	2192	378		2745	40545	
Chesterton	445		432	2745		45945
Area No. 2						
South Bend, Mishawaka			432	2745		45945
Elkhart, Goshen	41596					
La Porte & Michigan City			432	2745		45945
Culver, Knox & No. Judson	1246	378		2745	40545	
Valparaiso			432	2745		45945
Walkerton			432	2745		45945
Area No. 3						
Rockford & Loves Park (70)	8364		400	2745		42745
Freeport, Belvidere & Pecatonica (30)	3584	378		2745	40545	
Marengo		378		2745	40545	
De Kalb & Rochelle	10676	378		2745	40545	
Dixon, Polo & Mt. Morris		378		2745	40545	
Galena	565	378		2745	40545	
Warren		378		2745	40545	
Area No. 4						
Kankakee	6698	378		2745	40545	
Wilmington	692	378		2745	40545	
Manteno, Momence & St Anne		378		2745	40545	
Gilman, La Salle, Marseilles		378		2745	40545	
Ottawa, Streator, Pontiac	16095	378		2745	40545	
Princeton, Spring Valley						
Sandwich & Plano 17071	976	378		2745	40545	
Area No. 5						
Galesburg	6704	365		0250	36750	
Lacon	2862	366		0280	36780	
Minonk	460	365		0250	36750	
Area No. 6						
Clinton, Davenport,						
Geneseo, Kewanee,	30420	388		1400	40200	
Lanark, Moline						
Mt Carroll, Rock Island						
Savanna, Sterling &						
Fulton						
Average:						

Borden Company 3/24/65 172

Customer Accounts

Data Re: A.P. - Raw Product Costs - April 1965.

(0.5%) to Price	To 3.4% B.F. Increase Product	Cost of 3.4% Subject to Order Price	Increasing Product Subject to Superpool Price	Milk Costs By Sizes Quarts × 2.15		Half Gallon × 4.30	Gallons × 8.60
45	.0700		42045	(2)	.0904	1808	3616
	.0700	39845		(3)	.0857	1713	3427
45	.0700		45245	(1)	.0973	1946	3891
45	.0700		45245	(1)	.0973	1946	3891
45	.0700		45245	(1)	.0973	1946	3891
	.0700	39545		(3)	.0857	1713	3427
45	.0700		45245	(1)	.0973	1946	3891
45	.0700		45245	(1)	.0973	1946	3891
45	.0700		42045	(2)	.0904	1808	3616
	.0700	39545		(3)	.0857	1713	3427
	.0700	39545		(3)	.0857	1713	3427
	.0700	39545		(3)	.0857	1713	3427
	.0700	39845		(3)	.0857	1713	3427
	.0700	39845		(3)	.0857	1713	3427
	.0700	39545		(3)	.0857	1713	3427
	.0700	39545		(4)	.0857	1713	3427
	.0700	39545		(4)	.0857	1713	3427
	.0700	39545		(4)	.0857	1713	3427
	.0700	39845		(3)	.0857	1713	3427
	.0700	39845		(3)	.0857	1713	3427
	.0600	36180		(5)	.0778	1556	3111
	.0600	36180		(5)	.0778	1556	3111
	.0600	36180		(5)	.0778	1556	3111
	.0720	39450		(4)	.0849	1698	3395
					0.859	1775	355

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3244

	13,629	.0904	1232.06
	2,192	.0857	187.85
	448	.0973	43.59
	41,896	.0973	4076.48
	6,246	.0857	535.28
	8,364	.0904	756.10
	3,584	.0857	307.15
	10,676	.0857	914.93
	565	.0857	48.42
	6,698	.0857	574.02
	672	.0857	57.59
	16,095	.0857	1379.34
	976	.0857	83.64
	6,704	.0778	521.57
	2,862	.0778	222.66
	460	.0778	35.79
	30,420	.0849	2582.66
Total	152,487	0.889	13559.13

5/24/65
Raw Product

17F

3244-A

17-6

93:00

		Central, Jan Fox Lake Crystal Lake [illegible] McHenry
Homo. V.D. Milk Pr/gal	Gal	777
	1/2	40 47
	Qt.	504
2%	1/2	469
	Qt	–
Skim	1/2	285
	Qts	89
2% Cho.		2.04

3245

933

3245

Schedule

3246

Item			Area #1 Lockport-Joliet	Area #1 Woodstock	Area #1 Chesterton	Area #2 So Bend-Mishawaka Elkhart-Goshen		Area #2 La Porte Michigan City
Homo Milk	Glass	Gal	6523	6517	6665		5890	[illegible]
	Paper	Gal	7315	6907	7371		6290	
		½ Gal	3658	3453	3685		3150	
		Qt	1907	1796	2000		1650	
	Tower Pac	Gal	-	-				
Gail Borden Glass		½ Gal	-					
Choc Milk		Qts	2437	2316	2437		2160	
	Wonder Pak	½ Pts	-	2548	-			
Choc Shake		½ Pts	-	-	-			
Choc Skim		½ Gal	3453	3175	-		2950	
Gail Borden Paper		½ Gal	-	-	-			
Buttermilk		½ Gal	3658	3453	3685		3180	
		Qts	1907	1796	2000		1650	
Golden Del	Paper	Gal			-		5810	
	Glass	Gal	6500	6500	-			
	Paper	½ Gal	3453	3175	3453		2950	
Fort. Skim		½ Gal	3453	3008	-		2850	
		Qts	1306	1648	1917		1590	
Egg Nog		½ Gal	-	-				
		Qts	-	-				
Whip Cream		½ Pts	3068	2556	3068		2510	
½ & ½		Qts	-	4985	-		-	
		Pts	2591	2595	2954		2440	
Sour Cream		16 oz	4915	4674	4915		4150	
		8 oz	2474	2390	2474		2340	
Sour Cream Dips		8 oz	2947	2759	-		2550	
H To Cream		Qts	-					
Orange Drink		½ Gal	-				2551	
		Qts	-				1590	
Fruit Punch		½ Gal	-					
Lemonade		½ Gal	-					
Grape		½ Gal	-					
Dips		Qts	-	-	-		2309	
Sour ½ & ½		Pts	3578	3458	-		3330	
Super Whip		8 oz	4089	4059	-		4340	
Yogurt		½ Pts	2038	1943	-		2310	
Golden Del	Tower Pac	Gal	-	-	-			
Cottage Cheese		2#	-	-	-	C.R.	3883	
		16 oz	-	-	-		2271	
		8 oz	-	-	-		1377	
Cream Cheese		16 oz	-	-	-		2396	
		8 oz	-	-	-			
Pineapple Cheese		16 oz	-	-	-		[illegible]	
Veg Salad Cheese		16 oz	-	-	-		[illegible]	
Pkg Bakers		16 oz	-	-			[illegible]	
Make Up		Pts	-					

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Ave 2 Elwood, Kewanee, N. Judson	Ave 2 Valparaiso	Ave 2 Walkerton	Ave 3 Rockford, Freeport, Loran Park, Pecatonica		Ave 3 Marengo		Ave 3 DeKalb Belvidere Rochelle	Ave 3 Dixon, Polo, Mt Morris	Ave 3 Galena Warren	
			[illegible]	Freight Fair						
6002	Same	Same	6153	6820		6538	Same	Same		6529
6794				9206		6826				—
3260				3443		3443				3434
1710				1358		1801				1339
2250				1365		2290				2409
2960				3377		3159				3095
3230				3603		3443				
1690				1858		1501				1339
5908										
—										
2960				3330		3189				3095
2570				3208		3039				
1610				1745		1642				1679
2650				2758		2798				24[illegible]
2440				2591		2591				[illegible]
4150				4693						
2340				2403		2403				[illegible]
2550				2758		2777				
				2541		2405				
						2428				
				2290						
3330				3428						
4340				4264		4264				4.70
2310				2055		2008				
—			C.R.	3848	Baldwin	4115			Same	4115
—			"	2274	"	2410				2415
			"	1297	"	1560				—
				2200						
				1103						

3,246-2

HG

6 41

The Borden Company - Central Da
Data Re Net Selling Prices to a

	2% - ½ Gals		Vitamin - ½ Gals Fortified Skim		Half & Half - Pts		Chocolate Milk Pts	
	Quantity	Price	Quantity	Price	Quantity	Price	Quantity	Price
Pricing Area No. 1								
Chesterton	19	3353	—	3353	26	2934	✓	2387
South Bend, Mishawaka	7							
Elkhart & Goshen		2850		2750	1187	2390	103	2110
La Porte & Michigan City	1493	2850	325	2750	—	2390		2110
Valparaiso		2860		2770	35	2390	159	2200
Walkerton	180	2860	46	2770	—	2390		2200
Average	1612	2910	371	2753	1248	2401	324	2156
Pricing Area No. 2								
Lockport & Joliet	160	3353	149	3353	447	2841	164	2337
Rockford & Loves Park	1364	3230	250	3108	380	2541	146	2315
Average	1524	3244 ✓	399	3199	924	2710 ✓	210	2344
Pricing Area No 3								
Woodstock	✓	3075		2908		2545		2266
Culver, Knox & No. Judson		2860		2770		2390		2200
Freeport, Belvidere & Lena	✓	3230		3108		2541		2315
Marengo		3059		2939		2541		2240
DeKalb & Rochelle		3059		2939		2541		2240
Dixon, Polo & Mt Morris		3089		2939		2541		2240
Kankakee		3353		3353		2934		2387
Wilmington		3353		3853		2741		2387
Manteno, Momence & [illegible]		2952		2798		2541		2231
[illegible], La Salle, Marseilles								
Ottawa, Streator, Pontiac								
Princeton & Spring Valley		2958		2798		2541		2231
Sandwich & Plano								
Av	3958 ✓	2800 2864 2864 3044	3461 ✓	2710 — 2964	3347.4	2330 2691 2577 2595	2889 ✓	2150 2156 1847 2222 ✓
Pricing Area No 4								
Clinton, Davenport,								
Geneseo, Kewanee, Lena 266.20	1007	2644		2531	1059	2294	24 ✓	1876
Moline, Mt Carroll, 141.20 / 2067.50	583	2650			357	2710	41	1930
Rock Island, Savanna	1540	2646			1416	2399	313	1883
Sterling & Fulton								
Pricing Area No. 5								
Galesburg		2650		-		2710		1930
Lacon		2864		-		2691		2156
Macomb		2864		-		2597		2519
Average								

3247

13

17 I

P

5/24/45

3247-A

Buttermilk Qts Quantity	Price	[illegible] Skim Qts Quantity	Price	Whipping Cream ½ Pt. Quantity	Price	Gal. Buttermilk Quantity	Price	Weighted Average
5	1950	5	1867	9	3018	2	.3585	
511	1630	170	1540	244	2460	408	.3080	
	1630		1540		2460			
75	1640	32	1560	23	2600	15	.3130	
	1640		1560		2600	425	.3084	.3084
294	1636	210	1555	211	2490			
236	1857		1695	121	3015	245	.3558	
305	1503		1695	358	2738	84	.3503	
541	1879			449	2813	329	.3544	.3544
	1746		1598		2786	22	.3353	
	1640		1560		2600	14	3130	
	1503		1695		2738	35	3503	
	1751		1592		2748	6	3343	
	1751		1592		2748	24	3343	
	1751		1592		2748	18	3343	
	1950		1567		3018	96	3585	
	1950		1556		3018	—	3558	
	1695		1735		2776	13	3164	
	1695		1735		2226	90	.3164	
	1630		1470		2770	3	3020	
	1817		1554		3124	12	3278	
2907	1773	21278	1437	36702	[illegible]	333	3371	.3371
	1762		1637		2823			
445	1651	333	1500	310	2657			
70	1751	107	1592	10	2710			
115	1666	440	1523	400	2671			
	1761		1592		2710	32	.3437	.3437
	1817		1554		3124	12	.3578	
	1773		1437		2852	—		

Apr 1/ 9 gals
M.M.

☐ Milk ☐ Ice Cream

13 Account

753 Location: Rockford

Basis

3248

Detail #							
		Weeks---	5	4	4	5	4
		Period---	1	2	3	4	5
		Ended---	[illegible]	2/27/65	3/27/65		
1	Salaries - Supervision		462.00	370.00	370.00	60-40	
2	Wages - Routemen		4,[illegible]	3,822.4[illegible]	3,884.20	Actual	
3	Commissions - Routemen		2,302.64	2,100.64	1,776.86	"	
4	Wages - Salesmen or Solicitors		361.00	325.00	305.00	"	100%
5	Wages - All Others		[illegible]	[illegible]	1,151.64	Points	
6	Wages - Clerical		396.50	216.50	414.5[illegible]	50-50	
7	F.I.C.A. & Unemployment Ins.		[illegible]	328.[illegible]	328.70	+ 10%	
8	Employee Welfare-Non Union Plans		80.5[illegible]	14.73	13.87		
9	Employee Welfare-Union Plans		449.00	347.50	355.00		
10	Vacation & Holiday Accrual		348.00	274.00	[illegible]	Wages	
11	Workmens Compensation		100.00	80.00	80.00		
12	Incentive Accruals						
13	Labor Transfer, Wages & Fringes ([illegible])						
15	Materials and Supplies			5.40	6.97	Points	
16	Tires, Tubes, Batteries, Chains						
17	Product Waste		421.18	[illegible]	360.57	Points	
18	Gas & Oil						
19	Provisions for Doubtful Accts						
20	Property Expense-Depreciation		425.00	339.[illegible]	340.88	Points	
21	Property Expense-Leases & Rents					Points	
22	Property Expense-Taxes & Ins.		285.00	237.00	237.34		
25	Repairs - By Outsiders		10.87	8.0[illegible]			
26	Repair Parts						
31	Vendor Advertising Allowance						
32	Outside Transport Hauling						
34	Stationery & Forms		(66.[illegible])		14.80	Points	
35	Telephone Expense		183.85		264.[illegible]	Points	
36	Travel Expense		178.87	307.40	477.57	"	
38	Outside Statistical Service						
39	Uniforms						
40	Overhead Costs						
45	Light, Heat & Power		306.71	373.11	279.96	"	
49	Dues & Donations Accrual						
53	All Other Expenses		(301.98)	884.9[illegible]	758.74	"	
60	Accrued Invoices						
	Deferred Start-Up Costs						
37	Transfers to Other Depts.						
	TOTAL EXPENDITURES		[illegible]	11,576.3[illegible]	[illegible]8.21		
101	Budget Charged to Operations						
Expense	(Over) Under Budget:			Points		8 155 648	
	Period ---			Points			
	Year To Date ---						

T	W						
4 6	5 7	4 8	4 9	5 10	4 11	4 12	Total for Year
150 1,049 1,015 — 308	440 1,855 962 305 244						
410 [illegible] 48	410 4,306 570						
✓	5						
48 ~~180~~ 180	285 ~~[illegible]~~ 395						
8 70 118 ~~418~~	7 193 345 ~~1,410~~						
25 205 [illegible]	205 247 [illegible]						
4,940	6,948						
4 68,344	4 137,456						

	Type of Delivery Medium	Route Delivery Cost
Area No. 1		
Lockport & Joliet	Contract Hauler	.0220
Woodstock	Route - Local 301	.0229
Chesterton	Vendor	.0250
Area No. 2		
South Bend - Mishawaka, Elkhart & Goshen	Trailer Run	.0229
La Porte & Michigan City	Vendor	.0144
Culver, Knox & No. Judson	Contract Hauler	.0176
Valparaiso	Vendor	.0215
Walkerton	Trailer Run	.0227
Area No. 3		
Rockford, Freeport, Loves Park Belvidere and Pecatonica	Route - Local 452	.0206
Marengo	Route - Local 330	.0257
De Kalb and Rochelle	Route - DeKalb Local	.0257
Dixon, Polo and Mt Morris	Route - Local 455	.0257
Galena	Vendor	.0137
Warren	Route - Rockford Local	.0206
Area No. 4		
Kankakee	Vendor	.0300
Wilmington	Vendor	.0300
Manteno, Momence & St Anne	Vendor	.0300
Gilman, La Salle, Marseilles, Ottawa, Plano, Pontiac Princeton, Sandwich & Streator	Contract Hauler	.0153
Area No. 5		
Galesburg	Route - Galesburg Local	.0136
Lacon	Vendor	.0200
Monmouth	Vendor	.0300
Area No. 6		
Clinton, Davenport, Geneseo, Kewanee, Lanark, Moline, Mt. Carroll, Rock Island, Savanna, Sterling & Fulton	Route - Rock Is. Local	.0157
Average		.0206

Borden Company
Central Division
ata RE: A&P Delivery Costs

5/24/65

17K

	Weekly Y.
	13649
	2192
	448
50)	33517
20)	5377
	[illegible]
807	
	11948
	10670
192	565
	6695
	672
25)	4765
75)	12503
	6704
	2462
	400
	30470

3249A

17K

	Pass Mark Cost	Container Costs	[illegible] Expense	Route Delivery Expense
Pricing Area No. 1				
Chesterton	0973	0185	0200	0150
South Bend, Mishawaka, Elkhart & Goshen	0973	0185	0200	0150
La Porte & Michigan City	0973	0185	0200	0144
Valparaiso	0973	0185	0200	0145
Walkerton	0973	0185	0200	0150
Average	0973	0185	0200	0151
Pricing Area No. 2				
Aurora Lockport & Joliet	0904	0185	0200	0220
Rockford & Loves Park & Freeport	0904	0185	0200	0206
Average	0904	0185	0200	0215
Pricing Area No. 3				
Woodstock	0857	0185	0200	0279
[illegible], Knox & New Judson	0857	0185	0200	0176
~~Freeport~~, Belvidere & Sycamore	0857	0185	0200	0206
Marengo	0857	0185	0200	0257
DeKalb & Rochelle	0857	0185	0200	0257
Dixon, Polo & Mt Morris	0857	0185	0200	0257
Kankakee	0857	0185	0200	0300
Wilmington	0857	0185	0200	0300
Manteno, Momence & St. Anne	0857	0185	0200	0300
[illegible], La Salle, Marseilles, Ottawa, Streator, Pontiac, Princeton & Spring Valley	0857	0185	0200	0153
Sandwich & Plano	0857	0185	0203	0153
Lacon	0778	0185	0200	0200
Minonk	0778	0185	0200	0300
Average	0824	0185	0200	0219
Pricing Area No. 4				
Clinton, Davenport, Geneseo, Kewanee, [illegible], Moline, Mt Carroll,	0849	0185	0200	0157
Rock Island, Savanna, Galesburg, Sterling & Fulton	0778	0185	0200	0186
Average	0835	0185	0200	0163
Pricing Area No. 5				
Galesburg	0778	0185	0200	0196
Lacon	0778	0185	0200	0200
Minonk	0778	0185	0200	0300
Average	0778	0185	0200	0193
Total Average	0883	0185	0200	0186

3250

929

Sheeting 11K

		Selling	for A.P. Private Label		Supt. Per Sheet		3 Hr	
	173[illegible]	6 day C	✓	1837	0124		36	
	1633			1830	(0003)		1190	
		3 day						
125	1627	3 day		1830	[illegible]		300	
0125	1608	3 day		1660	005✓		35	30
0125	1633	3 day		1[illegible]0	0027		25	43
0125✓	1634			1636	0043	000✓	1226	~~250~~
				1808				
0125	1634	6 day C		1837	0223		498	
0125	15[illegible]	6 day C		[illegible]	0[illegible]		231	
0125✓	1629			1839	0210		729	1636
0125	1646	6 day C		1746	0100		48	
0125	1543	3 day		1660	0117		99	
0125	1573	4 day 1680		~~[illegible]~~	0107 ~~[illegible]~~		126	
0125	1624	5 day C		1751	0127		25	
0125	1624	4 day C 1680		~~1401~~	0056 ~~[illegible]~~		105	
0125	1624	5 day C		1751	0127		444	
0125	1667	6 day C 1855		~~1900~~	0188 ~~[illegible]~~		324	
0125	1667	6 day C		1557	0190		26	
0125	1667	6 day C		1695	0028		90	
		3						
0125	1520	3-		1695	0175		516	
		3"						
0125	1520	3.		1660	0120		50	3160
0125	1438			1751	0263		58	~~[illegible]~~
0125	1588			1686	0098		24	
0125✓	1523			1732	0192✓	0125	2325✓	4734
0125	1516	3 day		1651	0135		1576	~~[illegible]~~
0125	1474			1704	0230		393	3032
0125✓	1508			1661	0154		1969	
0125	1474	3 day		1704	0230		393	
0125	1488			1751	0263		58	
0125	1588			1656	0098		24	
0125✓	1481			1709	0228✓		476	[illegible]
								6160✓
								8 p[illegible]
								~~[illegible]~~
0125✓	1579			1701	0125✓		6659	~~[illegible]~~

81✓

3250-A

11

The Borden

Data RE:

		Raw Milk Cost	Container Cost	Production Expense	Route Delivery Expense	Other Distribution Expense
Processing Area No. 1						
Chesterton		1946	034✓	0400	✓ 0500	0250
South Bend, Mishawaka, Elkhart, Goshen	357✓	[illegible]	034✓	0400	0300	0250
La Porte & Michigan City		1946	034✓	0400	✓ [illegible]	0250
Valparaiso		1946	034✓	[illegible]	0250	0250
[illegible]		1946	034✓	0400	0300	0250
Average		1946	034✓	0400	0299	0250
Processing Area No. 2						
Lockport & Joliet	4.2041	[illegible]	034✓	0400	0440	0250
Rockford & [illegible]		[illegible]	034✓	0400	041✓	0250
Average		1808	034✓	0400	0429	0250
Processing Area No. 3						
Woodstock	3.4347	1713	034✓	0400	0558	0250
[illegible]		1713	034✓	0400	0358	0250
Freeport, Belvidere & Pecatonica		1713	034✓	0400	0412	0250
Marengo		1713	034✓	0400	0514	0250
De Kalb & Rochelle		1713	034✓	0400	0514	0250
Dixon, [illegible] Mt. Morris		1713	034✓	0400	0514	0250
Kankakee		1713	034✓	0400	0600	0250
Wilmington		1713	034✓	0400	0600	0250
Manteno, Momence & St. Anne		1713	034✓	0400	0600	0250
Ottawa, La Salle, [illegible], Streator, Pontiac, [illegible] & Spring Valley		1713	034	0400	0346	[illegible]
Sandwich & [illegible]		1713	034✓	0400	0346	[illegible]
Average	Record minimum	1856 1856	034✓	0400	0400 0600	0250
		1708	034✓	0400	0450	0250
Processing Area No. 4	3.9474					
[illegible]		1699	034✓	[illegible]	0314	[illegible]
[illegible]		1556	034✓	0400	037✓	0250
		167✓	034✓	0400	0375	0250
Processing Area No. 5						
[illegible]		1556	034✓	[illegible]	037✓	[illegible]
[illegible]		1556	034✓	[illegible]	[illegible]	[illegible]
[illegible]		1553	034✓	[illegible]	[illegible]	[illegible]
Average		1552	034✓	0400	0359	0250
Total Average		1796	034✓	0400	0374	0250

2375 8
23705
1707 55

Borden Company
Central Division

7/24/65 1713

RE: A.P. [illegible]

Total Cost	Quotation for A&P Private Label	Gross Profit per Unit	Quantity Doz.	
3438	3585	.0147	90	
3238	3080	(.0158)	6262	
3226	3080	(.0146)	1566	
3188	3160	(.0028)	152	
3238	3160	(.0078)	75	(12131)
3237	3088	(.0149)	8145	(12150)
3240	3558	.0318	1746	
3212	3503	.0291	1116	7194
3229	3480 ~~3537~~	~~.0308~~	2862	
3263	3353	.0090	396	
3057	3160	.0103	533	
3117	3210 ~~3503~~	.0093 ~~.0386~~	478	
3219	3333	.0114	80	
3219	3210 ~~3333~~	(.0009) ~~.0114~~	820	
3219	3333	.0114	1267	
3305	3430 ~~3505~~	.0125 ~~.0200~~	1499	
3305	3558	.0253	204	
3305	3164	(.0141)	240	
3011	3164	.0153	2542	
3011	3164	.0153	210	9814
2948	3264	.0316	217	~~[illegible]~~
3148	3193	.0045	48	
3150	3265	.0115	8534	9751
3004	2935	(.0069)	3402	(~~2577~~)
				(2117)
2920	2950	.0030	765	
2989	2938	(.0051)	4167	
2920	2956	.0030	765	
2948	3264	.0316	217	
3148	3193	.0045	48	
2937	3027	.0090	1030	~~927~~
				2727
				2698
3162	3173	.0011	23,708	(~~[illegible]~~)
				2608

3251-A

17N

3252

J. B etc

142 × 4	568
1844 × 4	7376
7828 × 2	15656
1490 × 1	1490
	25090
	556
	24534

Culvers, Knox etc

283 × 4	=	1132
579 × 4		2316
760 × 2		1520
159 × 1		159
		5127

Rockford, Freeport etc

485 x 4	1940
154 x 4	616
1594 x 2	3188
407 x 1	407
	6151

Marengo, DeKalb

140 x 4	560
231 x 4	924
2167 x 2	4334
574 x 1	574
	6395

Caldwell - Warren

7 x 4	28
107 x 2	214
46 x 1	46
	288

3252-A

3253

Kankakee

188 × 4 = 752

180 × 4 720

1499 × 2 2998

384 × 1 384

4854

Wilmington

10 × 4 40

20 × 4 80

204 × 2 408

26 × 1 26

554

Manteno, Momence etc

305 × 4 = 1220

Martins, Monmouth etc

305 × 4 = 1220

946 × 4 = 3784

2997 × 2 = 5994

994 × 1 = 994

11992

Galesburg

60 × 4 240

166 × 4 664

765 × 2 1530

390 × 1 393

2817

Lacon

137 × 4 548

217 × 2 434

58 × 1 58

210 × 4 540

1580

17P

3254

Minnick

48 × 2 = 96
24 × 1 = 24
30 × 4 / 120
240

Chinatown, Davenport, Geneseo etc

182 × 4 728
2306 × 4 9224
3402 × 2 6804
1576 × 1 1576
18332

Antioch, Fox Lake, Crystal Lake etc

18332

Antioch, Fox Lake, Crystal Lake Ill.

36) 21,000 (

777 × 4 3108

4047 × 2 8094

504 × 1 504

11,706

320 24) 55534 (

556

12) 876 (73

84

36

6 Day. Half bal	.3561	.0050
5 Day	3511	.0050
4 Day	3461	.0175
3 Day Drag	3286	.0275

3255

1475 × 6090 = 892.28

369 × 6090 224.72

120 × 6094 73.13

80 × 6094 48.75

2044 123888 - .6061

10 7171 ~~717~~

2054 1~~24605~~

6096

550

6646 × 28 = 1861

2.72 125749 - 6069

6096 6069

055 055

6646 .6619

055	055
6646	.6619
1047	743.70
411	274.80
1525	950.61
2983	196911
1047	719.53
411	274.80
1525	950.61
2983	194494

17

3256

Schedule 3 - Part 2 - Gallons

6 Day 5 Days 3 Days

6396 6233

0550

6783

.6233

.04

6433

.6633

2/3 1/2

6 da .1813 .3461

.6633

	Qts			1/2	
6 da	1813			.3461	
5 da	1753	-.0030		.3411	.0050
4 da	1753	-.0030	.0060	.3361	.0050 -
3 da	1683	-.0070	.00130	3186	.0150

	Gal		
6 da.	6922		
5 d	6822	-.0100	
4 da	6722	-.0100	.0200
3 .	6372	.0350	.0550 -

1047	×	6	6282
411	×	5	2055
1525	×	3	4575
2983		4.2	12912

3257 175

6396 - 6233 - .0163 .0040

6396 6686 + .0290 .1075

6396 · 6322 + .0476 .0125

6196 x 1522 944.87 931.76 .6110

6646 x 411 273.15 269.36 .6250

6846 x 1047 716.77 706.51 .6750

2983 1934.81 - 1907.93

.6456

6872
0550
6322

.6872
.6396
.0476

6686
.6396
.0290

6872
~~6322~~
.0550

6872
6233
0639

.6396
0350
6046

6872
0550
6322

944

3258

6850
0550
.6300

Schedule 3 Part 5

6 Day	~~.6950~~	.6850
5 Day	~~.6850~~	6750
4 Day	~~.6750~~	6650
3 Day	.6400	.6300

6960
0555

3450
0575
505

1839
0135
.17015

6096	.3088	1626
6410	.3505	17015
6596	.3573	.1707 550
5875	.5938	.166 64 1.550 006

35

350

450

945

170

7/20/65

3259

A. P

$3.78 Federal Order Area

Half Gallons

Estimated Milk Volume (Per Week)

31%	6 Da	13668	×	.3548	=	*4849.41
25%	5 Da	11249	×	.3498	=	3934.90
44%	3 Da	19527	×	.3108	=	6068.99
		44,444		.3345		14,853.30

Average Quote = .3353

Gallons - Paper

6 Da	13668	×	.6846	=	9357.11
5 Da	11249	×	.6746	=	7588.58
3 Da.	19527	×	.6216	=	12137.98
	44444		.6544		29083.67

Average Quote .6396

Average Quote .6396

Eagle Prices

6 Da	13668	x	6766	9247.77
5 Da	11249	x	6666	7498.58
3 Da.	19527	x	6216	12137.98
	44444		.6499	28884.33

Qts

6 Da	13668	x	18495 =	2527.90
5 Da	11249	x	18195 =	2046.76
3 Da	19527	x	.1644 =	3210.24
	44444		.1751	7784.90

Average Quote .1732

6 Da	13668	x	.1774 =	2424.70
5 Da	11249	x	1744 =	1961.83
3 Da	19527	x	1644 =	3210.24
	44444		.1709	7596.77

37

CX 10-18A

May 25, 1965.

THE BORDEN COMPANY
CENTRAL DIVISION.

Price Quotation Data Covering
A & P Private Label Fluid
Milk Products in
A & P Areas No. 2, 3, 4, 5 & 6.

Schedule No. 1-Part 1

May 25, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$4.3200
Market Administrator's Fee	.0200
Shrinkage	.0045
Procurement, Bulk Tank Premiums, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.5945
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$4.5245

Milk Cost By Items

Quarts 2.15 pounds X $4.5245 per cwt. = $.0973

Half Gallon 4.30 pounds X 4.5245 per cwt. = .1946

Gallon 8.60 pounds X 4.5245 per cwt. = .3891

Schedule No. 1 - Part 2

May 25, 1965

The Borden Company

General Quotation - A & P Private Label

(Related to Present Announced Super Pool Class 1 Price of $4.32)

	Net Price for A & P Private Label
Homo V. D. Milk - Gal. Paper	.6096
Homo V. D. Milk - 1/2 Gal. Paper	.3088
Homo V. D. Milk - Quart Paper	.1636
2% - 1/2 Gal. Paper	.2910
Vitamin Fortified Skim - 1/2 Gal. Paper	.2753
Half & Half - Pint Paper	.2401
Chocolate Milk - Quart Paper	.2156
Buttermilk - 1/2 Gal. Paper	.3084
Buttermilk - Quart Paper	.1636
Fortified Skim - Quart Paper	.1555
Whipping Cream - 1/2 Pint Paper	.2490

Prices apply to stores located in the geographical area subject to the terms of the Chicago Super Pool which includes Chesterton, South Bend, Mishawaka, Elkhart, Goshen, LaPorte, Valparaiso and Walkerton, all in the State of Indiana.

In the above listing we have not included certain items such as half and half quarts, sour cream, sour half and half, sour cream dips, triple whip, yogurt, etc. Production of these items under private label adversely effects production costs substantially because the items are required in limited quantity.

Schedule No. 2 - Part 1.

May 25, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$4.0000
Market Administrator's Fee	.0200
Shrinkage	.0043
Procurement, Bulk Tank Premium, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.2743
To 3.4% B. F. Finished Product	.0700
Cost of 3.4% Finished Product	$4.2043

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $4.2043 per cwt. = $.0904

Half Gallon 4.30 pounds X 4.2043 per cwt. = .1808

Gallon 8.60 pounds X 4.2043 per cwt. = .3616

18E

3264

Schedule No. 2 - Part 2
May 25, 1965

The Borden Company

General Quotation - A. P. Private Label

(Relative to Present Announced Superpools Class 1 Price of $4.00)

	Net Price for A. P. Private Label
Homo V. D. Milk Gals. Paper	.6960
Homo V. D. Milk 1/2 Gal. Paper	.3480
Homo V. D. Milk Quart Paper	.1839
2% - 1/2 Gal. Paper	.3242
Vitamin Fortified Skim - 1/2 Gal. Paper	.3199
Half & Half - Pint Paper	.2702
Chocolate Milk Quart Paper	.2344
Buttermilk 1/2 Gal. Paper	.3544
Buttermilk Quart Paper	.1829
Fortified Skim Quart Paper	.1695
Whipping Cream 1/2 Pint Paper	.2813

Prices apply to stores located in the geographical area subject to the terms of the Rockford Superpools which includes Lockport, Aurora, Joliet, Rockford, Freeport, and Love's Park, all in the State of Illinois.

In the above listing we have not included certain items such as half and half quarts, sour cream, sour half and half, sour cream dips, triple whip, yogourt, etc. Production of these items, under private label adversely affects production costs substantially because the items are in limited quantity.

Schedule No. 3 - Part 1 .

May 25, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$3.7800
Market Administrator's Fee	.0200
Shrinkage	.0041
Procurement, Bulk Tank Premiums Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.0541
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$3.9841

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $3.9841 per cwt. = $.0857

Half Gallon 4.30 pounds X 3.9841 per cwt. = .1713

Gallon 8.60 pounds X 3.9841 per cwt. = .3426

Schedule No. 3 - Part 2

May 25, 1965

THE BORDEN COMPANY

General Quotation -- A & P Private Label

(Related to the Present Announced Class I Price Under Federal Order No. 30 of $3.78)

	Net Price for A & P Private Label
Homo V.D. Milk - Gal. Paper	$ .6396
Homo V.D. Milk - 1/2 Gal. Paper	.3323
Homo V.D. Milk - Quart Paper	.1732
2% - 1/2 Gal. Paper	.3044
Vitamin Fortified Skim Milk - 1/2 Gal. Paper	.2964
Half & Half - Pint Paper	.2575
Chocolate Milk - Quart Paper	.2222
Buttermilk - 1/2 Gal. Paper	.3371
Buttermilk - Quart Paper	.1762
Fortified Skim - Quart Paper	.1637
Whipping Cream - 1/2 Pint Paper	.2823

Prices apply to stores located in the geographical area subject to the announced Class I milk prices under Federal Order No. 30 and which Class I milk prices are not subject to producer "Superpool" payments. This area includes Woodstock, Belvidere, Pecotonica, Marengo, DeKalb, Rochelle, Dixon, Polo, Mt. Morris, Kankakee, Wilmington, Manteno, Momence, St. Annes, Gilman, LaSalle, Marseilles, Ottawa, Streator, Pontiac, Princeton, Spring Valley, Sandwich, Plano, Lacon and Minonk, all in the State of Illinois and Culver, Knox and North Judson in the State of Indiana.

In the above listing, we have not included certain items such as half & half quarts, sour cream, sour half & half, sour cream dips, triple whip, yogurt, etc. Production of these items under private label adversely affects production costs substantially because the items are in limited quantity.

Schedule No. 3 - Part 3

May 25, 1965

Price Change Per Unit

(Related to the Federal Order No. 30 Announced Class I Price of $3.78 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit Per Quart	 Per Half Gallon	 Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

May 25, 1965

Price Change Per Unit

(Related to the Federal Order No. 30 Announced Class I Price of $3.78 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

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Schedule No. 4 - Part 1.

May 25, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$3.8800
Market Administrator's Fee	.0200
Milk Foundation and City Health Inspection Fee	.0200
Waste	.0040
Premiums	.1000
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.0240
To 3.4% B.F. Finished Product	.0720
Cost of 3.4% Finished Product	$3.9520

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $3.9520 = .0850

Half Gallon 4.30 pounds X 3.9520 = .1699

Gallon 8.60 pounds X 3.9520 = .3398

Hearing EXHIBIT 19
OBTAINED 3/13/68
BY Richard A. Palewicz
ATTORNEY-EXAMINER
FILE NO. 671-0149

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Schedule No. 4 - Part 2

May 25, 1965

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The Borden Company

General Quotation - A & P Private Label

(Related to the Present Announced Class 1 Price Under Federal Order No. 63 of $3.88)

	Net Price for A & P Private Label
Homo V. D. Milk - Gal. Paper	.5872
Homo V. D. Milk - 1/2 Gal. Paper	.2938
Homo V. D. Milk - Quart Paper	.1661
2% - 1/2 Gal. Paper	.2646
Vitamin Fortified Skim Milk - 1/2 Gal. Paper	.2531
Half and Half - Pint Paper	.2399
Chocolate Milk - Quart Paper	.1883
Buttermilk - 1/2 Gal. Paper	-
Buttermilk - Quart Paper	.1666
Fortified Skim - Quart Paper	.1523
Whipping Cream - 1/2 Pint Paper	.2671

Prices apply to stores located in the geographical area subject to the announced Class 1 Milk prices under Federal Order No. 63 and which Class 1 milk prices are not subject to producer "Super Pool" payments. This area includes Geneseo, Kewanee, Lombard, Moline, Mt. Carroll, Rock Island, Savannah, Sterling, Toulon and Galesburg, all in the State of Illinois and Clinton and Davenport, in the State of Iowa. In the above listing we have not included certain items such as half and half quarts, sour cream, sour half and half, sour cream dips, triple whip, yogurt, etc. Production of these items under private label adversely effects production costs substanfially because the items are in limited quantity.

Graves EXHIBIT 20
3/13/68
OBTAINED BY Richard A. Palewicz
ATTORNEY-EXAMINER
FILE NO. 671-0149

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Schedule No. [illegible] - Part 3

May 25, 1965

Price Change Per Unit

(Related to the Federal Order No. 63 Announced Class I Price of $3.88 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

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Schedule No. [illegible] - Part 3
Page 2

May 25, 1965

Price Change Per Unit

(Related to the Federal Order No. 63 Announced Class I Price of $3.88 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

Schedule No. 5

May 25, 1965

Composite Borden Gross Profit per Quart

Item	Weekly Quarts	Borden Gross Profit per Quart	Total
Quarts	6,659	$ .0122	$ 81.64
Half Gallons	47,416	.0006	27.37
Gallon	29,140	(.0011)	(32.12)
Total	83,215	$ .0009	$ 76.89

Analysis of Borden Gross Profit per Quart per Above

	per Quart	per Half-Gallon	per Gallon
Raw Milk Cost	$.0883	$ .1796	$.3551
Container Cost	.0185	.0342	.0684
Production Expense	.0200	.0400	.0800
(A)Route Dely. Expense (man and truck)	.0186	.0374	.0691
(B)Other Distribution Exp.	.0125	.0250	.0500
Total Cost	$.1579	$ .3162	$.6226
Average quotation for A & P Private Label	.1701	.3173	.6181
Borden Gross Profit per Unit	$.0122	$ .0011	$(.0045)

(A) Prices are based upon route delivery expense which considers modified drop delivery service with deliveries on a 3-day-per-week basis. In some areas it is recognized that facilities still require 6-day-per-week service. Deliveries are store door -- no instore service, no special deliveries, and no returns except for products inferior in quality and packaging at the time of delivery.

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(E) Includes truck loading, weekly billing, waste and general overhead.

Prices are subject to change in accordance with Schedules 1, 2, 3 and 4 Part 3 "Price Change per Unit" covering changes up or down in the Class I Milk Price or the Superpool Price as such applies covering raw product costs. It is also considered that price changes in the cost of containers and labor rate changes will be properly reflected mutually when such occur.

In certain areas the primary basic price has recognized the depressed competitive situation prevailing in such markets. Such situations must eventually be corrected. It is considered that any economic improvement that occurs subsequently will be mutually recognized in accordance with the situations.

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May 26, 1965

FILE MEMO

Gordon Tarr, accompanied by Joe Malone, met with Elmer Schmidt at A & P's Chicago offices at 1:30 P.M. to present price quotations in respect to A & P private label fluid milk products sold in A & P Areas 2, 3, 4, 5 and 6.

Tarr reviewed with Schmidt their prior discussions in regard to the subject, touching on the many complexities of the market areas and the price patterns existing as compared to a solid single market as represented by A & P's Area No. 1. Tarr further referred to the private label differential, also previously discussed, of 1/2 cent on quarts, 1 cent on half gallons and 2 cents on gallons.

Schmidt then expressed his thoughts in regard to a price differential by one dealer which set forth the 1/2 cent on quarts, 1 cent on half gallons and 2 cents on gallons. This price differential structure he posed would then be established by dealer #2 who wanted some of the private label business and then by dealer #3 and so on. This he visioned would and could cause the Federal Trade Commission real concern.

We then discussed in general terms the aspects of the meeting of competition, the cost proof developed in connection with our Wisconsin private label matter, the inquiries made previously by F.T.C. in regard to private label milk, and our Iowa data in respect thereto and Schmidt appeared rather satisfied with this review.

Schmidt then talked about the New York and Kansas City markets and wrote a figure on his pad which looked like 2.09. He indicated that it appeared difficult to understand that if such a differential was possible in those markets, why were the economics different in the areas under review which had previously been discussed at the 1/2 - 1 - 2 level.

It was pointed out to Schmidt that the markets he referred to were what could be referred to as single solid markets, each of which had a complement of similar dealers, having similar union contracts; were subject to the same producer prices for raw milk, methods of delivery were similar and competitive pricing practices were generally related to such conditions. This Schmidt was advised represented the Chicago market pattern, in which case we were quick to point out that the private label quotes were solidly in the differential price area he referred to previously. It was strongly made clear that we had made this level of differential available to A & P in our Chicago-Calumet quote, that he was talking about a solid geographical and population market and that our Chicago-Calumet position was entirely consistent with his theories concerning New York and Kansas City.

Time was then taken to point out the extreme distinction between the markets contained in A & P Areas 2, 3, 4, 5 and 6.

a) That the geographical area was widespread.

b) That the area was composed of many cities and towns, each of which was a market in itself.

c) That each market had its own local dealers.

d) That depending on the area, many different union contracts were in effect which regulated not only hours of work and rates of pay but also some had restrictive delivery conditions.

e) That some areas were already affected by depressed prices which factor had already been recognized in the prevailing prices in such areas for the Borden label.

f) That a greater percentage of smaller volume stores operate in Areas 2, 3, 4, 5 and 6 and that the location of stores and

f) continued -- the distance travelled substantially affect delivery costs per unit.

g) That in Areas 2, 3, 4, 5 and 6 delivery is effected by almost every kind of distribution facility --

(1) Company commission routes.
(2) Company hourly-rated routes.
(3) Company trailer drop-off routes.
(4) Vendors and distributors.
(5) Over-the-road contract carriers.

h) That in Areas 2, 3, 4, 5 and 6 there were basic differences in raw product costs which materially affected the total cost involved.

i) That all these factors had to be considered in their own economic and competitive lights, that they contributed toward a cost and delivery complex which differed greatly from serving a single market.

Schmidt appeared to be receptive to the factors presented and discussed; and after some general remarks, Tarr presented Schmidt with a copy of data: "Price Quotation Data Covering A & P Private Label Fluid Milk Products in A & P Areas No. 2, 3, 4, 5 and 6."

It was indicated that before any review of the material presented took place it might be advisable to look at the various considerations that tended to dictate the price quotations set forth.

a) A & P sales areas 2, 3, 4, 5 and 6 cover a wide geographical area extending west from South Bend, Indiana (exclusive of the Calumet Area which is a part of A & P Area No. 1) to the Quad-City Area, north to the Wisconsin state line and east to Lake Michigan (exclusive of the Chicago area which is a part of A & P Area No. 1).

b) Analysis of the producer price for raw milk covering sales made in this wide area disclosed four (4) separate important raw milk cost bases as follows:

(1) The negotiated Chicago Superpool price of $4.32 per cwt. for Class I milk testing 3.5% butterfat.

b) (2) The negotiated Rockford Superpool price of $4.00 per cwt. for Class I milk testing 3.5% butterfat.

(3) The Chicago Federal Order Class I price as announced by the Market Administrator for Federal Order No. 30 of $3.78 per cwt. for Class I milk testing 3.5% butterfat (April-1965).

(4) The Quad-City Federal Order Class I price for Federal Order No. 63 of $3.88 per cwt. for Class I milk testing 3.5% butterfat (April-1965).

c) Analysis of the delivery and distribution procedures and methods in the various distinct markets disclosed a wide range of delivery costs (man and truck) due to type of delivery; whether drop, 3-day, 4-day, 5-day, or conventional full service 6-day; delivery through vendors and distributors, delivery effected through over-the-road contract carriers, delivery effected through trailer drop-off runs, base pay plus commissions, commissions entirely as the basis of compensation, hourly-rated drivers as well as differences in so-called fringe benefits representing vacations, pensions, health and welfare, payroll taxes, etc.

In this cost area, a determination was made of each of the respective delivery and distribution costs involved.

d) In the quotation previously submitted covering Area 1 - Chicago-Calumet Area - costs relative to container costs, production expense and other distribution expense were set forth in detail and these respective costs were included in the quotation herein presented at the same levels as the same cost factors existed in these cost areas.

We then indicated that in attempting to provide a price quotation that would be representative of the different economic factors involved, it was the decision to base such quotations on areas patterned after the raw milk costs, such cost area representing the largest single cost element.

Therefore, four (4) price quotation areas were set forth. In each area a Schedule 1, shown separately as Part 1, Part 2, Part 3 and Part 4 was developed which sets forth the calculation of raw milk costs.

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Likewise, in each area a Schedule 2, Part 1, Part 2, Part 3 and Part 4 was developed. These schedules disclose the price quotation for private label products covering eleven (11) items and such schedules set forth by city and town name the areas where such price quotations were applicable.

Schedule 3, Part 1, Part 2, Part 3 and Part 4 is a formula schedule which sets forth the price changes that would occur where raw product costs vary from the per hundred costs as indicated on Schedules No. 1.

A review of the price quotations in each respective area was made with little comment from Schmidt.

It was then pointed out to Schmidt that throughout his discussions with Tarr that it was a requirement that the price quotations submitted be related to costs and Schedule 5 "Borden Gross Profit Per Quart" was developed to disclose costs and resulting gross profit to Borden. Schmidt was advised that it was our considered judgment from his prior discussions with Tarr that he was interested in the overall price quotation covering A & P Areas 2, 3, 4, 5 and 6 as related to the overall total costs involved and a resulting gross profit to Borden and he agreed this approach met his requirement.

Schedule 5 "Borden Gross Profit Per Quart" was reviewed in detail, covering again the various elements of costs, their cause and the differences between markets. Attention was also called to the fact that the price quotations also included recognition of depressed competitive markets where such existed. It was clearly pointed out to Schmidt that based on the price quotations submitted and the various elements shown in detail Borden's gross profit per quart was only 9/10 of a mill or slightly above a break even point.

Schmidt appeared amazed and appeared shocked at this result and, in a general way, inquired "why." It was indicated that this was our election (Borden's), that we presently enjoyed the business and desired to retain same, did not want outside bids if possible and that it was our responsibility to find the ways and means through greater efficiencies to improve this profit level. He appeared to recognize our philosophy and seemed to recognize also that these quotations represented a bottom line.

Schmidt inquired as to our thoughts about their approach that price quotations be related to costs. It was indicated that, in our opinion, this approach was basically a sound one but one that was not generally practiced in the fluid milk business. In the general discussion of this phase, it was pointed out that historically the fluid milk business was a local small dealer type of business. Each separate market had its local dealers who were subject to local wage rates and producer milk prices. Product items were priced generally not in relation to costs but in relation to other competitors and, in many cases, to a cost appraisal which only recognized out-of-pocket elements of costs.

Schmidt expressed an interesting factor -- he hoped this private label program might be productive of $500,000 annually which was the gross annual contribution of approximately ten (10) good-sized stores. In this regard, it was stressed that this type of product contribution could only result from the continuance of present out-of-store margins on fluid milk products and that recognition of the competitive situation developed in Wisconsin with the introduction of private label products was important in any valuation made by A & P.

Schmidt made inquiry as to the term of Chicago superpool raw product costs and how such prices were arrived. The factors leading up to the superpool price determination were reviewed step by step, setting forth the negotiation process involved and indicating that the superpool price would remain fixed during the remainder of the year unless the producer bargaining group requested a renegotiation of the issue. In which case, a 30-day notice was required. It was pointed out to Schmidt that the producer original demand embraced a $4.79 price, relating same to a $5.00 per cwt. superpool price which is in effect in the Detroit market. This brought a general discussion of various producer pay prices and a review of Department of Agriculture data published in the Department's "Fluid Milk Report." Schmidt seemed appreciative of this general review of the economics involved, and as such factors related to deficit markets, surplus markets, etc.

Conversation covering grocery retailing and our business occurred particularly as related to automation and improved material handling techniques. We pointed to the study report of the Super Market Institute covering the cost savings to super market operators where it was possible to receive merchandise in pallet loads. In this regard, we made it a point to emphasize the fact that our new Woodstock Plant was one of the few milk plants in the country designed to handle the movement of merchandise by pallets.

Schmidt then requested of Tarr that he develop the overall effect of such prices as related to A & P's volume in Areas 2, 3, 4, 5, 6 and 7. The use of a three (3) week period was mutually agreed to establish a reasonable base for such computation.

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Before leaving, Tarr reminded Schmidt that the base Class I price used of $4.29 per cwt. in the price quotation covering the Chicago-Calumet quote was now $4.32 per cwt. due to the recently negotiated superpool price and, therefore, this 3-cent per cwt. increase would affect the price quotations in accordance with the formula schedule submitted as a part of the quotation.

Schmidt then invited us for coffee and, upon leaving, he indicated "this has been a very fine meeting" further indicating he hoped we would get together again some time in the future.

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Area	Type of Delivery	No. of Stores	Total Points Sold Per Week (1)	Average Points Per Delivery	Total Est Private Label Points (2)	Percent of Private Label Points to Total Points
Per Schedule 1 Part ✓ (Related to Sugar pool Class 1 Price of 4.30 per cwt)	6 Day	2	1371	11[illegible]	1085	7[illegible].1
	3 Day	14	44640	1063	3[illegible]15	7[illegible].2
Per Schedule 2 Part ✓ (Related to Sugar pool Class 1 Price of $4.00 per cwt)	6 Day	16	33184	346	21053	63.5
Per Schedule 3 Part ✓ (Related to Federal Order No. 30 Class 1 Price of 3.78 per cwt)	6 Day	9	23459	434	17766	75.7
	5 Day	10	17999	360	14358	79.8
	3 Day	20	22900	382 ✓	17675	77.2 ✓
Per Schedule 4 Part ✓ (Related to Federal Order No. 63 Class 1 Price of $3.88 per cwt)	3 Day	15	37144	825	27173	74.5
Total All Stores		86	180677	503	133658	74.0
Average Per Point Decrease Cost						

(1) Based on week of May 8, 1965
(2) Based on 100% Conversion of Indicated Products
(3) Based on Borden Brand Selling Prices in Effect during week of May 8, 1965

[redacted]

7/25/65 **20H**

Borden Company
Central Division
Data For A.P. Areas 2, 3, 4, 5 & 6

of Label to [illegible]	Value of Sales of KL Products at Borden [illegible] Prices (3)	Value of Sales of PL Products at Quote Prices for Private Label	Decrease Costs Per Week	Decrease Cost Per Year
[illegible]	$ [illegible]	$ [illegible]	$ 16.76	$ 871.52 ✓
76.2	5507.51	5317.[illegible]	190.35	9595.20
63.5	[illegible]	3790.45	178.40	9276.80
75.7	3384.33	3094.64	289.69	15063.88
79.8	2636.67	2476.96	159.71	8304.92 ✓
77.2	3027.66	2865.17	164.49	8553.48
74.5	4369.89	4236.00	133.89	6962.28
74.0	$ 23100.32 ✓	$ 21967.03	$ 1132.29	$ 58931.08
			.00847	

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Revised
July 26, 1965.

THE BORDEN COMPANY

CENTRAL DIVISION.

Price Quotation Data Covering

A & P Private Label Fluid

Milk Products in

A & P Areas No. 2, 3, 4, 5 & 6.

Schedule No. 1 - Part 1

Revised
July 26, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$4.3200
Market Administrator's Fee	.0200
Shrinkage	.0045
Procurement, Bulk Tank Premiums, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.5945
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$4.5245

MILK COST BY ITEMS

Quarts 2.15 pounds X $4.5245 per cwt. = $.0973

Half Gallons 4.30 pounds X 4.5245 per cwt. = .1946

Gallons 8.60 pounds X 4.5245 per cwt. = .3891

is recognized that facilities still require 6-day-per-week service. Deliveries are store door -- no instore service, no special deliveries, and no returns except for products inferior in quality and packaging at the time of delivery.

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Schedule No. 1 - Part 2

Revised July 26, 1965

The Borden Company

General Quotation - A & P Private Label

(Related to Present Announced Superpool Class I Price of $4.32 Per CWT.)

	Net Price for A & P Private Label Products by Type and Method of Delivery			
Private Label Products	3-Day Per Wk. Drop Delv'y.	4-Day Per Wk. Drop Delv'y.	5-Day Per Wk. Drop Delv'y.	6-Day Per Wk. Convent'l. Delivery
Homo V.D. Milk - Gal. Paper	$.6090	$.6440	$.6540	$.6640
Homo V.D. Milk - 1/2 Gal. Paper	.3080	.3255	.3305	.3355
Homo V.D. Milk - Quart Paper	.1630	.1700	.1730	.1760
2% - 1/2 Gal. Paper	.2800	.2935	.2985	.3035
Vitamin Fortified Skim - 1/2 Gal. Paper	.2600	.2685	.2735	.2785
Vitamin Fortified Skim - Quart Paper	.1555	.1648	.1678	.1708
Half & Half - Pint Paper	.2390	.2420	.2450	.2480
Chocolate Milk - Quart Paper	.2156	.2456	.2486	.2516
Buttermilk - 1/2 Gal. Paper	.3084	.3289	.3339	.3389
Buttermilk - Quart Paper	.1550	.1620	.1650	.1680
Whipping Cream - 1/2 Pint Paper	.2490	.2660	.2690	.2720

Prices apply to stores located in the geographical area subject to the terms of the Chicago Super Pool which are as follows:

Stores Receiving 3-Day Per Week Delivery:

South Bend (6 stores), Mishawaka, Elkhart, Goshen, La Porte, Valpariso, Walkerton and Michigan City.

Stores Receiving 6-Day Per Week Delivery:

Chesterton, South Bend (1 store).

Stores Receiving 4-Day and 5-Day Per Week Delivery:

None

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Drop Delivery recognizes store door deliveries - no in-store service; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

Conventional Delivery recognizes full service delivery; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

wrote a figure on his pad which looked like 2.09. He indicated that it appeared difficult to understand that if such a differential was possible in those markets.

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Schedule No. 1 - Part 3

Revised July 26, 1965

Price Change Per Unit

(Related to the Present Announced Chicago Super Pool Class I Price of $4.32 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

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Schedule No. 1 - Part 3
Page 2

Revised July 26, 1965

Price Change Per Unit

(Related to the Present Announced Chicago Super Pool Class I Price of $4.32 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

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Schedule No. 2 - Part 1.

Revised
July 26, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$4.0000
Market Administrator's Fee	.0200
Shrinkage	.0043
Procurement, Bulk Tank Premium, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$4.2743
To 3.4% B.F. Finished Product	-.0700
Cost of 3.4% Finished Product	$4.2043

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $4.2043 per cwt. = $.0904

Half Gallons 4.30 pounds X 4.2043 per cwt. = .1808

Gallons 8.60 pounds X 4.2043 per cwt. = .3616

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Schedule No. 2 - Part 2

Revised July 26, 1965

The Borden Company

General Quotation - A & P Private Label

(Related to Present Announced Superpool Class I Price of $4.00 Per CWT.)

	Net Price for A & P Private Label Products by Type and Method of Delivery			
Private Label Products	3-Day Per Wk. Drop Delv'y.	4-Day Per Wk. Drop Delv'y.	5-Day Per Wk. Drop Delv'y.	6-Day Per Wk. Convent'l. Delivery
Homo V.D. Milk - Gal. Paper	$.6410	$.6760	$.6860	$.6960
Homo V.D. Milk - 1/2 Gal. Paper	.3205	.3380	.3430	.3480
Homo V.D. Milk - Quart Paper	.1680	.1750	.1780	.1810
2% - 1/2 Gal. Paper	.2995	.3130	.3180	.3230
Vitamin Fortified Skim - 1/2 Gal. Paper	.2895	.2980	.3030	.3080
Vitamin Fortified Skim - Quart Paper	.1542	.1635	.1665	.1695
Half & Half - Pint Paper	.2480	.2510	.2540	.2570
Chocolate Milk - Quart Paper	.1970	.2270	.2300	.2330
Buttermilk - 1/2 Gal. Paper	.3239	.3444	.3494	.3544
Buttermilk - Quart Paper	.1680	.1750	.1780	.1810
Whipping Cream - 1/2 Pint Paper	.2583	.2753	.2783	.2813

Prices apply to stores located in the geographical area subject to the terms of the Rockford Superpool which are as follows:

Stores Receiving 6-Day Per Week Delivery:

Lockport, Aurora (2 stores), Joliet (6 stores), Rockford (5 stores), Freeport and Loves Park.

Stores Receiving 3-Day - 4-Day - or 5-Day Per Week Delivery:

None

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Schedule No. 2 - Part 2

Revised July 26, 1965

Drop Delivery recognizes store door deliveries - no in-store service; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

Conventional Delivery recognizes full service delivery; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

recognition of the competitive situation developed in Wisconsin with the introduction of private label products was important in any valuation made by A & F.

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Schedule No. 2 - Part 3

Revised July 26, 1965

Price Change Per Unit

(Related to the Present Announced Rockford Super Pool Class I Price of $4.00 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

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Schedule No. 2 - Part 3
Page 2

Revised July 26, 1965

Price Change Per Unit

(Related to the Present Announced Rockford Super Pool Class I Price of $4.00 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33			
.34	.0072	.0144	.0288
.35	.0074	.0148	.0296
.36	.0076	.0152	.0304
.37	.0078	.0156	.0312
.38	.0080	.0160	.0320
.39	.0082	.0164	.0328
.40	.0085	.0170	.0340
.41	.0087	.0174	.0348
.42	.0089	.0178	.0356
.43	.0091	.0182	.0364
.44	.0093	.0186	.0372
.45	.0095	.0190	.0380
.46	.0098	.0196	.0392
	.0100	.0200	.0400

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Schedule No. 3 - Part 1.

Revised
July 26, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$3.7800
Market Administrator's Fee	.0200
Shrinkage	.0041
Procurement, Bulk Tank Premiums, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$4.0541
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$3.9841

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $3.9841 per cwt. = $.0857

Half Gallons 4.30 pounds X 3.9841 per cwt. = .1713

Gallons 8.60 pounds X 3.9841 per cwt. = .3426

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Schedule No. 3 - Part 2

Revised July 26, 1965

The Borden Company

General Quotation - A & P Private Label

(Related to the Announced Class I Price Under Federal Order No. 30 of $3.78 Per CWT.)

Private Label Products	Net Price for A & P Private Label Products by Type and Method of Delivery 3-Day Per Wk. Drop Delv'y.	4-Day Per Wk. Drop Delv'y.	5-Day Per Wk. Drop Delv'y.	6-Day Per Wk. Drop Delivery
Homo V.D. Milk - Gal. Paper	$.6216	$.6566	$.6666	$.6766
Homo V.D. Milk - 1/2 Gal. Paper	.3108	.3283	.3333	.3383
Homo V.D. Milk - Quart Paper	.1644	.1714	.1744	.1774
2% - 1/2 Gal. Paper	.2898	.3033	.3083	.3133
Vitamin Fortified Skim - 1/2 Gal. Paper	.2798	.2883	.2933	.2983
Vitamin Fortified Skim - Quart Paper	.1474	.1567	.1597	.1627
Half & Half - Pint Paper	.2414	.2444	.2474	.2504
Chocolate Milk - Quart Paper	.1934	.2234	.2264	.2294
Buttermilk - 1/2 Gal. Paper	.3078	.3283	.3333	.3383
Buttermilk - Quart Paper	.1644	.1714	.1744	.1774
Whipping Cream - 1/2 Pint Paper	.2484	.2654	.2684	.2714

Prices apply to stores located in the geographical area subject to the announced Class I milk prices under Federal Order No. 30, (which Class I milk prices are not subject to producer "superpool" payments) which stores are as follows:

Stores Receiving 3-Day Per Week Delivery:

Manteno
Marseilles
Spring Valley
Culver
Momence
Ottawa
Sandwich
Knox
St. Annes
Streator
Plano
North Judson
Gilman
Pontiac
Lacon
Galena
La Salle
Princeton
Minonk
Warren

Stores Receiving 4-Day Per Week Delivery:

None

Schedule No. 3 - Part 2

Revised July 26, 1965

Page 2

Stores Receiving 5-Day Per Week Delivery:

- Belvidere
- Rochelle
- Dixon
- Marengo
- Polo
- DeKalb
- Mt. Morris

Stores Receiving 6-Day Per Week Delivery:

- Woodstock
- Fox Lake
- Kankakee (2 stores)
- Pecatonica
- Wilmington
- McHenry
- Antioch
- Wauconda
- Crystal Lake
- Zion

Drop Delivery recognizes store door deliveries - no in-store service; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

Conventional Delivery recognizes full service delivery; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

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Schedule No. 3 - Part 3

Revised July 26, 1965

Price Change Per Unit

(Related to the Federal Order No. 30 Announced Class I Price of $3.78 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit Per Quart	 Per Half Gallon	 Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

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Schedule No. 3 - Part 3
Page 2

Revised July 26, 1965

Price Change Per Unit

(Related to the Federal Order No. 30 Announced Class I Price
of $3.78 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

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Schedule No. 4 - Part 1.

Revised
July 26, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$3.8800
Market Administrator's Fee	.0200
Milk Foundation and City Health Inspection Fee	.0200
Waste	.0040
Premiums	.1000
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$4.0240
To 3.4% B.F. Finished Product	.0720
Cost of 3.4% Finished Product	$3.9520

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $3.9520	= $.0850
Half Gallons 4.30 pounds X 3.9520	= .1699
Gallons 8.60 pounds X 3.9520	= .3398

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Schedule No. 1

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Schedule No. 4 - Part 2

Revised July 26, 1965

The Borden Company

eneral Quotation - A & P Private Label

ounced Class I Price Under Federal Order No.63 of $3.88 pe

	Net Price for A & P Private Label Pr by Type and Method of Delivery			
ts	3-Day Per Wk. Drop Delv'y.	4-Day Per Wk. Drop Delv'y.	5-Day Per Wk. Drop Delv'y.	6-Day Per W Conve Deliv
l. Paper	.5872	.6222	.6322	.642
2 Gal. Paper	.2938	.3113	.3163	.321
art Paper	.1661	.1731	.1761	.179
	.2646	.2781	.2831	.288
im Milk-1/2 Gal.	.2531	.2616	.2666	.271
im " Qt.-Paper	.1523	.1616	.1646	.167
Paper	.2399	.2429	.2459	.248
rt Paper	.1883	.2183	.2213	.224
aper	.1666	.1736	.1766	.179
Pint Paper	.2671	.2841	.2871	.290

to stores in the geographical area subject to the
ass I Milk prices under Federal Order No. 63, (which
prices are not subject to producer "Super Pool"
ich stores are as follows:

ving 3 Day Per Week Delivery
ewanee Lanark Moline (2 Stores)
Rock Island Savannah Sterling
sburg (2 Stores) Clinton Davenport (2 Stores)

ving 4 Day, 5 Day or 6 Day Delivery
None.

y recognizes store-door deliveries - no in-store service;
eliveries and no returns except products inferior in
packaging at the time of delivery.

Delivery recognizes full service delivery; no special
nd no returns, except products inferior in quality and
time of delivery.

1964 Class I Price) 3316 24A

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3303 21S

Schedule No. 4 - Part 3

Revised July 26, 1965

Price Change Per Unit

(Related to the Federal Order No. 63 Announced Class I Price of $3.88 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

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Schedule No. 4 - Part 3
Page 2

Revised July 26, 1965

Price Change Per Unit

(Related to the Federal Order No. 63 Announced Class I Price of $3.88 per CWT.)

Increase or Decrease Per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

Schedule No. 3 28
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Schedule No. 5

Revised July 26, 196

Composite Borden Gross Profit
Per Quart - Per Schedules 1,2,3 & 4 - Part 2

Item	Total Weekly Sales Units	Weekly Sales Units Converted to Quarts	Borden Gross Profit Per Quart	Total
uarts _ Paper	7,520	7,520	$ .0111	$ 83.47
alf Gallons "	29,314	58,628	.0020	117.26
allons "	8,243	32,972	(.0003)	(9.89)
Total	-	99,120	.0019	$190.84

Analysis of Borden Gross Profit
Per Quart Set Forth Above

tem	Per Quart	Per Half Gallon	Per Gallon
aw Milk Cost	$ .0888	$ .1793	$ .3564
ontainer Cost	.0185	.0342	.0684
roduction Expense	.0200	.0400	.0800
oute Del'y. " (A) (man & truck)	.0186	.0382	.0712
her Distribution Exp. (B)	.0125	.0250	.0500
Total Cost	$ .1584	$ .3167	$ .6260
verage Quotation For & P Private Label (C)	$ .1695	$ .3206	$ .6247
rden Gross Profit r Unit	$ .0111	$ .0039	$(.0013)
rden Gross Profit r Quart	$ .0111	$ .0020	$(.0003)

) Represents average weighted cost based upon the type of service currently required.

) Includes truck loading, weekly billing, waste and general overhead.

) Prices are subject to change in accordance with Schedules 1,2,3 and 4, Part 3 "Price Changes Per Unit" covering changes up or down in the Class I Milk Price or the Super Pool Price as such applies covering raw product costs.

Any changes in our costs, up or down, in labor, containers, fuel, power, etc. are not covered in our pricing formula and will require consideration as they occur.

CX1D-23AE/

9668

3306 CX1D-23AE/

Re: Chicago Quotation on A & P Private Label Milk in the Chicago-Calumet Area

Reference has been made to the fact that the container and departmental costs submitted and shown in detail under date of February 9, 1965, on schedule "Basic Caluculation and Private Label Quotation Schedule for Quarts, Half Gallons and Gallons" covering A & P private label milk are substantially above similar costs in Metropolitan New York market.

The costs elements which were shown on such schedule embraced the following:

	Per Quart Container	Per Half Gallon Container	Per Gallon Container
Container Costs	$ .0185	$ .0342	$ .0684
Production Expense	.0200	.0400	.0800
Route Delivery Expense	.0225	.0450	.0900
Other Distribution Expense	.0125	.0250	.0500
Total Container and Departmental Costs	$ .0735	$ .1442	$ .2884

This cost data was based on the elements of cost related to the production and delivery of fluid milk products in the Metropolitan Chicago area.

In this market area, the above costs involved other than container cost, are principally salaries and wages, which element of cost is subject to the provisions of local union labor contracts negotiated on an Industry-wide basis with the Milk Wagon Drivers Union, Local 753 and Dairy Employees Union, Local 754. These contract agreements not only provide for rates of pay and commissions but also cover hours and conditions of work.

Examination of similar costs covering the Metropolitan New York operation which were submitted in connection with the New York quotation

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covering A & P private label milk in August, 1964 disclosed the following:

	Per Quart Container	Per Half Gallon Container	Per Gallon Container
Container Cost	$ .0200	$ .0330	$ .0650
Processing Charge	.0200	.0400	.0800
Delivery Charge	.0200	.0400	.0700
Total	$ .0600	$ .1130	$ .2150

Comparing the above costs with the Chicago data discloses that the Chicago container and departmental costs exceed the New York cost data as follows:

	Increased or (Decreased) Unit Cost		
	Per Quart Container	Per Half Gallon Container	Per Gallon Container
Container Cost	$(.0015)	$ .0012	$ .0034
Production Expense	-	-	-
Route Delivery Expense	.0025	.0050	.0100
Other Distribution Expense	.0125	.0250	.0500
Total	$ .0135	$ .0312	$ .0634

From the above, it is quickly ascertainable that the principal area of cost difference is related to route delivery and other distribution expense.

Aside from the raw milk cost, this cost area is second in cost importance; but in a cost comparison analysis, recognition is required of any cost impact resulting from union contract wage rates, delivery restrictions and local health limitations. Reference will be made to these distinctions in detail.

Examination was made as to the elements of cost that were contained in the total delivery unit cost by the Metropolitan New York operation and by

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the Metropolitan Chicago operation covering A & P private label milk in the Chicago-Calumet area.

This review disclosed that the total Chicago unit cost covering Route Delivery Expense and Other Distribution Expense included the cost covering the movement of milk from its plant at Woodstock, Illinois, to Chicago, Illinois, a distance of 51 miles, while in the New York operation this cost was considered to be a part of the milk cost.

To provide comparability of cost comparison, this cost which amounts to 35.29 cents per hundred pounds, or $.0076 per point, was reclassified as a part of the Chicago milk cost. This reclassification of cost when added to the former cost of procurement, bulk tank premiums, association fees, inner zone premiums, etc., becomes 60.29 cents a hundred pounds which is comparable to the New York cost for similar type functions of 70 cents per hundred pounds. Schedule No. I attached hereto sets forth the details in connection with the formula price for raw milk covering both markets.

Delivery and Distribution Expense

The reclassification of the transport expense results in the following revised per unit cost covering route delivery expense and other distribution expense as follows:

	Per Quart	Per Half Gallon	Per Gallon
Route Delivery Expense	$ .0225	$ .0450	$ .0900
Other Distribution Expense	.0049	.0098	.0196
Total	$ .0274	$ .0548	$ .1096

The above delivery and distribution expense per unit as revised compares with the New York "delivery charge" as follows:

	Per Quart	Per Half Gallon	Per Gallon
Delivery Charge	$ .0200	$ .0400	$ .0700
Increased Cost Per Unit of Chicago over New York	$ .0074	$ .0148	$ .0396

Before due weight and consideration can be given to the indicated delivery and distribution cost differences between the two markets, recognition is necessary of factors that are basically different and thus create cost differentials which are wholly unrelated to operational efficiency.

(1) Both operations have in effect negotiated union labor contracts which govern rates of pay, hours of work, and method of delivery.

(2) The rate of pay and commission of a wholesale route driver in New York is substantially below that of Chicago. In New York the base pay per week is $44.15 less and the commission cost per week based on Chicago's route loads is $83.91 per week less.

(3) Both operations make deliveries on a 6-day basis to stores. However, in New York the Dairy Sealed delivery is geared to a street drop delivery (even before the store opens). In Chicago the union contract specifically provides under Article 39B: "It is agreed that no relays of merchandise shall be made on store wholesale routes to trucks or stores at any time. All deliveries

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shall be made into the dairy case or cooler by the driver without any help or assistance." While Chicago has been able to modify its delivery method compared to the restrictive provision of the union contract, the extent of such modification is limited.

(4) In New York the drop delivery method considers the sidewalk drop of merchandise even before the stores open, returning later to have the ticket signed and to pick up empty cases. This type of drop delivery in Chicago would not be allowed by the Chicago Health Department.

(5) In New York, peak day requirements are handled by a "shuttle" service which implements into service a total of approximately ten vehicles, using both regular inside and outside personnel in its program. In Chicago the union contract limits this treatment and under no condition could "inside" union employees be used for an "outside" function. In Chicago inside and outside employees are represented by separate and distinct unions.

(6) The average purchase per store per day in New York represents 752 points compared to 547 points per delivery in Chicago. This is an important factor in delivery cost evaluation.

(7) There is a greater density of stores in the New York area which allows for less driving time and a greater application of more direct time in the delivery function.

00165

for Excess in Federal Order No. 2
Class I Price over Chicago-Calumet
Class I Price $ .1748 $ .3453 $ .6797

The foregoing attempts to set forth some of the operational differences between the wholesale delivery operations in the two respective markets, all of which contribute to cost differences.

Schedule No. 2 attached is a comparison of the delivery and distribution costs between the two markets. This data discloses that it costs .0083 more to perform the wholesale delivery requirement in Chicago than New York. This comparison considers only prime basic delivery and distribution expenses as set forth and is completely devoid of any overhead and burden costs.

This delivery cost differential of .0083 per point is the equivalent of .0166 per half gallon and .0332 per gallon.

Schedule No. 3 sets forth the detailed per unit costs included in the New York quotation of September 3, 1964, and the Chicago-Calumet quotation of February 9, 1965. This schedule shows that after putting such costs on a comparable basis between the two markets that the difference in Chicago's per unit costs is entirely justified.

To summarize, the total container and departmental cost increase per the quotation is as follows:

Per Quart	Per Half Gallon	Per Gallon	Weighted Average Per Qt.
$ .0059	$ .0160	$ .0430	$ .0082

The actual delivery and distribution cost increase as disclosed by Schedule No. 2 is as follows:

Per Quart	Per Half Gallon	Per Gallon	Weighted Average Per Qt.
$ .0083	$ .0166	$ .0332	$ .0083

A & P Private Label
Homogenized Vitamin D Milk

3322 24

3312 236

The facts more than support the wholesale delivery and distribution differential.

Container Costs

A comparison of the container costs which were a part of New York's bid quotation of September 3, 1964, and the Chicago-Calumet quotation of February 9, 1965, discloses the following:

	Unit Cost Per Container		
	Quart Size	Half Gallon Size	Gallon Size
New York	$ .0200	$ .0329	$ .0650
Chicago-Calumet	.0185	.0342	.0684
Increase or (Decrease) Chicago over New York	(.0015)	.0013	.0034

Applying the above indicated container cost units to the volume in each market by container size, the average weighted cost per quart is as follows:

New York	$ .01734
Chicago	.01728

In this regard, it is important to recognize that container costs do not just represent the milk carton alone. This cost includes, in addition to the carton, the cost of the forming machine rental, production royalties, the cost of shipping cases and case container covers, all of which costs are variable in nature between plants.

Summary of Gross Margin to Borden as Revised (Not Including Overhead and Burden)

Schedule No. 4 is a revision of schedule "Basic Calculation and Private Label Quotation Schedule for Quarts, Half Gallons and Gallons" which was attached to the quotation of February 9, 1965.

This revised schedule discloses that the Borden gross margin (before overhead and burden) per quart (quarts, half gallons and gallons converted to a quart basis) to be $.0036 per point.

Comparison of Selling Price

Schedule No. 5 sets forth a comparison of the present private label prices in New York adjusted for the difference in the base Class I price of $1.07 per cwt. with the Chicago-Calumet quotation.

This schedule discloses the following:

	Quart Paper	Half Gallon Paper	Gallon Paper
Selling Prices in New York Adjusted for Class I Price Differential	$ .1748	$ .3453	$ .6797
Selling Prices Per the Chicago-Calumet Quotation	.1855	.3430	.6860
Excess of Chicago-Calumet Bid Quotation over Metropolitan New York Selling Prices as Adjusted	$ .0107	$(.0023)	$ .0063

Applying the increased and decreased price factors as shown above to the total quart, half gallon, and gallon volume considered in the Chicago-Calumet bid, these increased and decreased selling prices weighted on a per quart basis (quarts, half gallons and gallons converted to quarts) result in a weighted average per quart of only 9 tenths of a mill above the present New York selling prices for homogenized milk.

The foregoing attempts to set forth the data and supporting facts to justify the economic relationship of the Chicago-Calumet bid quotation with the accepted selling prices in effect in the Metropolitan New York market.

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It is evident from the material examined and the cost factors analyzed that the selling prices quoted are realistic from a minimum cost standpoint and are devoid of overhead and burden cost elements.

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Schedule No. 1

THE BORDEN COMPANY
CENTRAL DIVISION

BASIC CALCULATION OF RAW PRODUCT COST - CLASS I MILK

Formula Price for Raw Milk - Chicago-Calumet Revised by a Reclassification of Costs on a Comparable Basis with the New York Formula

BORDEN'S FORMULA FOR DETERMINING MILK COST FOR A & P LABEL MILK CONTAINERS - NEW YORK MARKET (Costs Based on August 1964 Class I Prices)	Price Per Hundred Pounds
(A) Class I Price for 3.5% butterfat milk as announced by the Federal Milk Market Administrator under terms of Federal Milk Marketing Order No. 2	$ 5.21
Market Administrator's Fee	.02
(B) Butterfat to 3.6%	.04
Country plant receiving, bulk farm tank pick-up allowances, farm inspection, supervision of country laboratory testing, etc., and hauling in bulk tanks to city plants	.70
Shrinkage 1%	.06
Total Cost of Milk at City Plants	$ 6.03
$.0603 x 2.15 lbs. = Cost per Quart	.1296
Cost per Half-Gallon	.2592
Cost per Gallon	.5184

NOTE:

(A) Based on present conditions.
If at some future time premiums to producers become widespread, this cost may have to be adjusted to reflect market conditions.

(B) Standardization of milk is not permitted in New York State. 3.6% represents a fair year-round average of our production. If year-round basis is not satisfactory, it can be adjusted on a quarterly, or even a monthly, basis.

FORMULA PRICES FOR RAW MILK -- CHICAGO-CALUMET		Reclassification of Costs Per Hundred Pounds (a) Dr.	Cr.	Price Per Hundred Pounds as Revised
Producer Price 3.5% B. F.	$4.2900			$ 4.2900
Market Administrator's Fee	.0200			.0200
Shrinkage 1%	.0045	.0445		.0490
Procurement Cost, Bulk Tank Premiums, Association Fees, Inner Zone Premiums and Hauling to City Distribution Points	.2500	.3529	[illegible]	.6029
Total Cost of Raw Milk F. O. B. Our Plant	$4.5645	.3974		$ 4.9619
To 3.4% B. F.				

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[illegible]
(1) Based on August 1964 Class I Price) 3316

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(A) Class I Price for 3.5% butterfat milk as announced by the Federal Milk Market Administrator under terms of Federal Milk Marketing Order No. 2	$ 5.21
Market Administrator's Fee	.02
(B) Butterfat to 3.6%	.04
Country plant receiving, bulk farm tank pick-up allowances, farm inspection, supervision of country laboratory testing, etc., and hauling in bulk tanks to city plants	.70
Shrinkage 1%	.06
Total Cost of Milk at City Plants	$ 6.03
$.0603 x 2.15 lbs. = Cost per Quart	.1296
Cost per Half-Gallon	.2592
Cost per Gallon	.5184

NOTE:

(A) Based on present conditions. If at some future time premiums to producers become widespread, this cost may have to be adjusted to reflect market conditions.

(B) Standardization of milk is not permitted in New York State. 3.6% represents a fair year-round average of our production. If year-round basis is not satisfactory, it can be adjusted on a quarterly, or even a monthly, basis.

BEST COPY AVAILABLE

(2) FORMULA PRICES FOR RAW MILK -- CHICAGO-CALUMET (a)

		Reclassification of Costs Per Hundred Pounds Dr.	Cr.	Price Hundr Pound Revise
Producer Price 3.5% B.F.	$4.2900			$ 4.2
Market Administrator's Fee	.0200			.0
Shrinkage 1%	.0045	.0445		.0
Procurement Cost, Bulk Tank Premiums, Association Fees, Inner Zone Premiums and Hauling to City Distribution Points	.2500	.3529	[illegible]	.
Total Cost of Raw Milk F.O.B. Our Plant	$4.5645	.3974		$ 4.
To 3.4% B.F. Finished Products	.0740			.
Cost of 3.4% Finished Product	$4.4905	.3974		$ 4.

*Total Cost of Raw Milk F.O.B.

MILK COST BY ITEMS

Quart	2.15 lbs. x $4.4905 = $ .0966	2.15 lbs. x $4.8879 =	$ .1051
Half-Gallon	4.30 lbs. x 4.4905 = .1931	4.30 lbs. x 4.8879 =	.2102
Gallon	8.60 lbs. x 4.4905 = .3862	8.60 lbs. x 4.8879 =	.4204

NOTE:

(a) Represents the reclassification of the transport cost of moving products fro Woodstock, Illinois, which is approximately 51 miles from Chicago, to City distribution points, from which location the products are loaded in route tru for distribution to stores. This cost was a part of "Other Delivery Expenc

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Schedule No. 2

THE BORDEN COMPANY
CENTRAL DIVISION

COMPARISON OF WHOLESALE

DELIVERY COSTS-PER POINT
Metropolitan New York - Metropolitan Chicago
Cost per Point Delivered

Item	Metropolitan New York	Metropolitan Chicago
Route Wage Costs and Commissions	$ .0098	$ .0171
Fringe Benefits on Above	.0013	.0027
Route Truck Expense	.0057	.0049
Sub-Total Route Delivery Expense	$ .0168	$ .0247
Supervision	.0002	.0003
Clerical and Billing	.0010	.0010
All Other Costs	.0015	.0018
GRAND TOTAL	$ .0195	$ .0278
ncrease Per Point of Chicago Delivery Cost Over Metropolitan New York Delivery Cost		$ .0083
Number of Wholesale Routes	162 Dairy Sealed	42
Average Points per Delivery Day	4,884 " "	3,266
Number of A & P Stores Served	403 " "	170
Average Points Per Day - A & P Stores	752 " "	547

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August 4, 1965

Schedule No. 3

3318

THE BORDEN COMPANY

Central Division

Reconciliation of Costs (Other Than Raw Product)

X/V 3022

Area	Between New York and Chicago-Calumet Quotations - Homogenized V.D. Milk		
	Quart Container	Half-Gallon Container	Gallon Container
New York Quotation of 9/3/64			
Container Cost	$ .0200	$ .0330	$ .0650
Processing Charge	.0200	.0400	.0800
Delivery Charge	.0200	.0400	.0700
Other	-	-	-
TOTAL	$ .0600	$ .1130	$ .2150
Chicago-Calumet Quotation of 2/9/65			
Container Cost	$ .0185	$ .0342	$ .0684
Production Expense	.0200	.0400	.0800
Route Delivery Expense	.0225	.0450	.0900
Other Distribution Expense	.0125	.0250	.0500
TOTAL	$ .0735	$ .1442	$ .2884
Increase of Chicago-Calumet Quoted Costs over New York Cost	$ .0135	$ .0312	$ .0734
Chicago-Calumet Costs Adjusted on a Comparable Basis with New York			
Container Cost	$ .0185	$ .0342	$ .0684
Production Expense	.0200	.0400	.0800
Route Delivery Expense	.0225	.0450	.0900
Other Distribution Expense	.0049	.0098	.0196
TOTAL	$ .0659	$ .1290	$ .2580
Increase of Chicago-Calumet Costs as Adjusted on a Comparable Basis with New York	$ .0059	$ .0160	$ .0430
Average Per Quart (Gallons, Half-Gallon & Quarts Converted to Quarts		$ .0082	
Increase in Delivery Cost - Chicago-Calumet over New York - Based on Delivery Methods and Volumes Delivered - Schedule No. 2	$ .0083	$ .0166	$ .0332
Average Per Quart (Gallons, Half-Gallons & Quarts Converted to Quarts		$ .0083	

64 3319 Schedule No. 4 24 D

THE BORDEN COMPANY
CENTRAL DIVISION
CHICAGO-CALUMET AREA

Private Label Quotations For Quarts, Half-Gallons & Gallons, as Revised

	Per Quart	Per Half-Gallon	Per Gallon
Raw Milk Cost	$.1051	$.2102	$.4204
Container Cost	.0185	.0342	.0684
Production Expense	.0200	.0400	.0800
Route Delivery Expense (A) (Man & Truck Only)	.0225	.0450	.0900
Other Distribution Expense	.0049	.0098	.0196
TOTAL COST	.1710	.3392	.6784
Quotations for Private Label	.1855	.3430	.6860
BORDEN GROSS MARGIN PER UNIT (not including overhead and burden)	$.0145	$.0038	$.0076

overhead and burden)	$.0145	$.0038	$.0076

Composite Borden Gross Margin Per Quart Per Detail Below

ITEM	Weekly Quarts	Borden Gross Margin	Total
Quarts	40,668	$.0145	$ 589.69
Half-Gallons	202,960	.0019	385.62
Gallons	57,204	.0019	108.69
Total	300,832	-	$1,084.00

Composit Borden Gross Margin Per Quart (not including overhead and burden)		$.0036	XIV 3023

(A) Route Delivery Expense is based on the following:

(1) Six (6) day delivery per week with one (1) delivery per store per day.

(2) Store-Door deliveries. No in-store service.

(3) No Special Deliveries.

(4) No returns, except products inferior in quality and packaging at time of delivery.

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CHICAGO-CALUMET AREA

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Private Label Quotations For Quarts, Half-Gallons & Gallons, as Revised

	Per Quart	Per Half-Gallon	Per Gallon
Raw Milk Cost	$.1051	$.2102	$.4204
Container Cost	.0185	.0342	.0684
Production Expense	.0200	.0400	.0800
Route Delivery Expense (A) (Man & Truck Only)	.0225	.0450	.0900
Other Distribution Expense	.0049	.0098	.0196
TOTAL COST	.1710	.3392	.6784
Quotations for Private Label	.1855	.3430	.6860
BORDEN GROSS MARGIN PER UNIT (not including overhead and burden)	$.0145	$.0038	$.0076

Composite Borden Gross Margin Per Quart Per Detail Below

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(1) Six (6) day delivery per week with one (1) delivery per store per day.

(2) Store-Door deliveries. No in-store service.

(3) No Special Deliveries.

(4) No returns, except products inferior in quality and packaging at time of delivery.

8-4-65

XIV 3023

Schedule No. 5 24

THE BORDEN COMPANY
CENTRAL DIVISION

COMPARISON OF SELLING PRICES

		A & P Private Label Homogenized Vitamin D Milk		
		Quart Paper	Half-Gallon Paper	Gallon Paper
Selling Prices in Effect - August 1965 In Metropolitan New York		$ .1978	$ .3913	$ .7717
Class I Price Per Cwt. Under Federal Order No. 2	$ 5.36			
Excess of Metropolitan New York Class I Price Per Cwt. over Chicago-Calumet Class I Super-pool Price Per Cwt. $5.36 - $4.29 = $1.07		$ .0230	$ .0460	$ .0920

Converted to:

Quarts	$1.07 ÷ 46.5	= $.0230
Half-Gallon	1.07 ÷ 23.25	= .0460
Gallon	1.07 ÷ 11.625	= .0920

Selling Prices in Effect - August 1965
In Metropolitan New York Adjusted

for Excess in Federal Order No. 2 Class I Price over Chicago-Calumet Class I Price	$ .1748	$ .3453	$ .6797
Selling Price Quotation for Chicago-Calumet Area	$ .1855	$ .3430	$ .6860
Class I Superpool Price Per Cwt. Represented by the Chicago-Calumet Quotation $ 4.29			
Excess of Chicago-Calumet Bid Quotation over Metropolitan New York August 1965 Selling Price as Adjusted	$ .0107	$(.0023)	$ .0063

Excess of Chicago-Calumet Bid Quotation Over Metropolitan New York August 1965 Selling Price as Adjusted - Weighted on a Per Quart Basis:

3025

Item	Weekly Quarts	Excess of Bid Quotation Per Quart	Value
Quart Paper	40,668	$ .0107	$ 425.15
Half-Gallon Paper	202,960	(.0012)	(233.41)
Gallon Paper	57,204	.0016	90.10
Total	300,832	—	$ 281.84

Average Per Quart (1) $ .0009

(1) The Chicago-Calumet Bid Quotation is substantially below increased delivery costs due to difference in delivery methods and wage rates; both subject to Union Contract Requirements.

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A & P Private Label

		Homogenized Vitamin D Milk		
		Quart Paper	Half-Gallon Paper	Gallon Paper
Selling Prices in Effect - August 1965 In Metropolitan New York		$ .1978	$ .3913	$ .7717
Class I Price Per Cwt. Under Federal Order No. 2	$ 5.36			
Excess of Metropolitan New York Class I Price Per Cwt. over Chicago-Calumet Class I Superpool Price Per Cwt. $5.36 - $4.29 = $1.07		$ .0230	$ .0460	$ .0920

Converted to:

Quarts	$1.07 ÷ 46.5	=	$.0230
Half-Gallon	1.07 ÷ 23.25	=	.0460
Gallon	1.07 ÷ 11.625	=	.0920

		Quart Paper	Half-Gallon Paper	Gallon Paper
Selling Prices in Effect - August 1965 In Metropolitan New York Adjusted for Excess in Federal Order No. 2 Class I Price over Chicago-Calumet Class I Price		$ .1748	$ .3453	$ .6797
Selling Price Quotation for Chicago-Calumet Area		$ .1855	$ .3430	$ .6860
Class I Superpool Price Per Cwt. Represented by the Chicago-Calumet Quotation	$ 4.29			
Excess of Chicago-Calumet Bid				

Quotation over Metropolitan New York August 1965 Selling Price as Adjusted	$ .0107	$(.0023)	$ .0063

Excess of Chicago-Calumet Bid Quotation Over Metropolitan New York August 1965 Selling Price as Adjusted - Weighted on a Per Quart Basis:

Item	Weekly Quarts	Excess of Bid Quotation Per Quart	Value
Quart Paper	40,668	$ .0107	$ 425.15
Half-Gallon Paper	202,960	(.0012)	(233.41)
Gallon Paper	57,204	.0016	90.10
Total	300,832	—	$ 281.84

Average Per Quart (1) $ .0009

(1) The Chicago-Calumet Bid Quotation is substantially below increased delivery costs due to difference in delivery methods and wage rates; both subject to Union Contract Requirements.

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THE BORDEN COMPANY
CENTRAL DIVISION

WEEKLY ROUTE WAGE COST COMPARISON

(Chicago-Calumet Route Wage Costs Based On:)

Item	New York Dairy Sealed Union Contract Local #602	Chicago Union Contract Local #753 Teamsters
Base Wage - Regular Routeman	$ 89.95	$ 134.10
" " - Relief Routeman	18.79	28.22
" " - Route Foreman	7.30	7.31
Commissions	64.67	148.58
Paid Holidays and Death Leave	3.30	1.63
Paid Vacations	9.40	9.77
Employer Pension and Welfare Contributions	29.90	33.12
Federal and State Payroll Taxes	7.41	9.88
Workmen's Compensation Insurance	5.80	2.65
Total Weekly Route Wage Cost	$ 236.52	$ 375.26
Weekly Route Load in Points (Chicago Average)	19,596	19,596
Average Route Wage Cost Per Point	$ .0121	$ .0192
Increase Per Point of Chicago Route Wage Cost Over New York Dairy Sealed Route Wage Cost Related to Chicago Route Volume		(1) $ .0071

(1) This schedule is designed to show the increase in wholesale route wage costs which result only from differences in Union Contract wage, commission rates, and employer's route wage costs based on similar volume loads.

It does not consider the further difference in the cost per point delivered which results from the differing methods possible under the union contracts in effect, health department regulations, and route load volume in the respective New York and Chicago markets.

3

Memo - Re: A&P

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Minkler, Fagerson & Malone went to see Bartels at A&P office.

Purpose was to review with Bartels the results of the review made covering the elements of cost embracing the New York bid as compared with the Chicago Calumet bid.

Previous visits with Bartels by Minkler, Bartels indicated that there were substantial cost differences between N.Y. and Chicago and that he wanted such differences explained.

Appointment was for 2. P.M. and we saw Bartels about 2.10 P.M.

Minkler indicated to Bartels that possibly we could use their meeting rooms so that we could lay out the results of our review and also be undisturbed in our conference.

Bartels indicated that this was not possible due to pressure of time but he would listen to what we had to say and we retired to his office.

Minkler then proceeded to explain that we had made an exhaustive comparison of the cost elements involved in both markets and he would like to review a report comparison that had been prepared which outlined the various differences involved. Bartels cut this approach rather short indicating that he was not concerned about our costs as such compared with N.Y. or our problems - all he wanted to really know as a buyer, what was our price - that we were sure of our price and that he did not want to be in a position where we would come back and request another chance.

Minkler kept pressing that there were significant

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factors that had to be recognized in any comparison between the two markets - pointing out the various elements of cost required in the area of raw product costs to make a comparable review. Some discussion was held in this regard.

Minkler also pointed out that there was a significant difference in route delivery costs between the two markets.

This led into a review of the difference of wage rates, both inside and outside employees and Bartels was shown the schedule disclosing the rates and percentage increase in Chicago over New York. Bartels inquired as to Woodstock plant, indicating that our indicated cost was the same as New York, and inquired as to why it should not be lower. In this regard it was pointed out to Bartels that there was a substantial wage rate differential. Also it was indicated that the productive output per manhour had increased and that plant costs presently were down 15%. Up to this point we had taken about 40 minutes of time and Bartels indicated that he had a pressing matter with Mr. Vogel(?).

Minkler left with Bartels a copy of the reconciliation report and Bartels indicated he would try to review same over the week end and would be in touch.

It was understood that Minkler and Bartels would meet on Monday and further discuss the matter.

CX 250

Muckler, Ferguson & Malone went to see Bartels at AT&T offices.

Purpose was to review with Bartels the result of the evening's work reviewing the elements of costs included in the New York bid as compared with the Chicago Calumet bid.

Previous meeting with Bartels by Muckler, Bartels indicated that there were substantial cost differences between N.Y. and Chicago and that he wanted such differences explained.

Appointment was for 2 P.M. and we saw Bartels about 2.10 P.M.

Muckler indicated to Bartels that possibly we could use this meeting room so that we could bog with the merits of our economy and also be misunderstood at our conference.

Bartels indicated that this was not possible due to pressure of time but he would listen to what we had to say and we retired to his office

Marklee then proceeded to explain that we had made an extensive comparison of the cost elements involved in both markets and he would like to review a report comparison that had been prepared which outlined the various differences involved.

Bartels cut this approach rather short indicating that he was not concerned about our costs as such compared with U.S. or our problems - all he wanted to really know as a buyer, what was our price - that we were out of our price and that he did not want to be in a position where we would come back and request another change.

Marklee kept pressing that there were significant

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factors which tend to be recognized in any compa- between the two markets - pointing out the variety of elements of costs referred in the use of raw product costs to make a comparable series. Some differences were noted in this regard.

Markle also pointed out that there was a significant difference in route delivery costs between the two markets.

There had been a review of the difference of wage rates, both inside and outside employees and Brown showing the schedule developing the rates and percentage increase in Chicago and Northbrook.

Bartels inquired as to Woodstock plant, indicating that our indicated cost was the same as [illegible]

York, and inquired as to why it should not
done. In this regard it was pointed out to
Bartels that there was a substantial engineering
expenditure. Also it was indicated that the
production output per machine was limited
and that plant costs generally were large.
Up to this point we had taken about 30 min
of time and Bartels indicated that he had
a previous matter with Mr Vargas.
Macklin left with Bartels a copy of the
reconciliation report and Bartels indicated he
would try to review same over the week end and
would be in touch.
It was understood that Macklin and Bartels would
meet on Monday to further discuss the matter

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THE BORDEN COMPANY

CENTRAL DIVISION

WAGE RATE COMPARISON

	New York Local 602	Chicago Local 754	Increase	
			Per Wk.	%
Pasteurizing Foreman	$121.50	$143.00	$21.50	17.7
Pasteurizer	121.50	138.00	16.50	13.6
Weighmaster and Tester	121.50	131.50	10.00	8.2
General Utility	116.00	128.50	12.50	10.7
Paper Package Operators	115.00	135.00	20.00	17.4
Platform and Yard Men	120.50	128.50	8.50	7.1
Watchmen	109.00	128.50	17.50	16.1
Car Washers	116.00	128.50	12.50	10.7
Mechanics	123.00	151.60	28.60	23.2
Mechanic's Helpers	111.50	136.00	24.50	21.9
Route Rider	93.95	140.10	47.15	50.1
Route Foreman	146.00	146.20	.20	-
Routemen -- Base	89.95	134.10	44.15	49.1
Routemen -- Commission *	64.67	* 148.58	83.91	129.7

*Based on similar volume -- Chicago's Wholesale Average of 19,596 points per week.

Inside Workers Wage Cost approximates $11,000 annually in Chicago.

Wholesale Route Driver Wages only approximate $14,700 annually in Chicago.

Wholesale Route Wage Cost to Employer approximates $19,500 annually in Chicago.

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Schedule #4

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THE BORDEN COMPANY

CENTRAL DIVISION

DELIVERY OUTLINE

New York Dairy Sealed

1. Deliveries are on a pre-order basis.
2. Deliveries commence at 6:00 A.M.
3. Deliveries are dropped off at store sidewalk -- whether store is opened or not.
4. Delivery ticket is signed on driver's return trip when empty cases are picked up.
5. Billing is done by office.
6. Peak days - relay service is provided -- can use inside help.
7. Deliveries are on a 6-day schedule.
8. Sixty-two (62) routes are operated (Solid A&P routes).
9. Store volume per day averages 734 points.

Chicago

1. Store dairy clerk indicates requirements or routeman and dairy clerk together decide.
2. No deliveries are made before store opens.
3. Deliveries are brought into store, where checked by dairy clerk and routeman wheels it to cooler.
4. Delivery ticket is signed at the time of delivery and routeman picks up empties.
5. Billing is done by office.
6. Union contract prohibits relays.
7. Deliveries are on a 6-day schedule.
8. Forty-two (42) routes operated.
9. Store volume per day averages 547 points (A&P).

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THE BORDEN COMPANY

CENTRAL DIVISION

Data - Re: Processing Improvement

Plant productivity per man-hour

increased from 458 points to 618 points

or an increase of 35% over 1964

Plant processing cost improved by 15%

in 6th Period compared to 1964

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TO: Mr. I. R. Bartels
Director of Purchases

FROM: Grocery Buying Department

August 2, 1965

We are attaching herewith five price schedules covering Borden's quotation on A & P labeled milk on 11 fluid items representing 94% of total volume on a point basis of all Borden fluid milk products purchased.

Each of the schedules are calculated on the varying factors of producers' prices, shrinkage, procurement, etc.

The savings in product cost if purchased exclusively under the A & P label would be $313,809.60 annually. Actual savings, however, are dependent on the percentage of product sold under the A & P label since we do intend to keep Borden, as the "advertised" label, in stock. We estimate our sales of A & P to be 75% and Borden label 25% of total which would reduce our savings in cost of purchase to approximately $235,000.00.

E. R. Schmidt
E. R. SCHMIDT
BUYER

ERS:ed

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TO: Mr. I. R. Bartels
Director of Purchases

FROM: Grocery Buying Department

August 6, 1965

We are attaching herewith cost details covering Borden's quotation for A & P labeled milk on 11 fluid items representing 94% of total volume on a point basis of our Borden label purchases.

There are 5 schedules, each covering different producer paying price areas. The schedule for each area includes:

1. Formula Price;
2. Quotation for A & P label;
3. Cities and towns within the area and delivery schedule; and
4. Savings A & P label versus Borden.

The savings per schedule area, if all 11 items are converted from Borden to A & P label, are as follows:

Schedule #1 (Chicago)	$283,729.
Schedule #2 (South Bend)	12,082.
Schedule #3 (Rockford)	10,504.
Schedule #4 (Miscellaneous)	33,938.
Schedule #5 (Quad Cities)	7,901.
TOTAL	$348,154.

In all areas the fewest number of deliveries per week permitted by union contract are presently in effect and would not change. Borden will continue to negotiate fewer deliveries in those areas with more than 3 per week.

We have asked Borden and Company for evidence explanation, and/or revision of the following portion of their quotation:

1. Governmental proof of the producers price for raw milk.

2. Procurement, etc., expense in four areas are all identical at .2500 cwt. with Quad City area at .1000 cwt.

3. Quotations on 5 lowest volume items, Chicago area only, computed on basis of 1¢ less on 1/2 gals. and 1/2¢ less on quarts instead of raw milk cost plus basis.

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Mr. I. R. Bartels

Page 2 - August 6, 1965

4. On Composite Gross Profit Schedule, copy attached, geometric progression on Production and Distribution expense but not on Route delivery.

5. Wide differentials among areas on quarts, 1/2 gallons and gallons.

We are also working on private label for the Iowa stores not serviceable by Borden as well as the Joe Louis study.

E. R. SCHMIDT
BUYER

ERS:ed
Attachments

00173

3334

67

8/11- H Smith -

Suggest bids from other than Borden - ERS 8/11 - Bowman Wanzer - Aurora - Joliet - Rockford.

Also send him figs from Borden on Comparative Costs.

00171

CX 34

CXID-35A

3335

Memo - A&P 9/13/65

Saw visited with Elmer Schmidt and submitted our revised proposals labor quotations. He indicated that he is in agreement with the entire program and covers the revised quotation on the by-product items and that Elmer seemed rather pleased and well satisfied with the matter as it stands. These revisions totaled up to a cost difference compared to the accountant labor price of annually.

Greaves EXHIBIT 26
OBTAINED 3/13/68
BY Richard A. Palewicz
ATTORNEY-EXAMINER
FILE NO. 671-0149

35 B

8/13/65

Memo - A&P

Tarr visited with Elmer Schmidt and submitted our revised private label quotations. He indicated that he reviewed again the entire program and covered the revised quotations on the by-product items and that Elmer seemed rather pleased and well satisfied with the matter as it stands. These revisions totalled up to a cost difference compared to the advertised label prices of   annually.

CX ID-36

3337

ZONE

Chicago and

Commodity	Yearly Usage	Borden Label Unit Cost
Gals. Homo Paper	773,327	.6778* .7371
1/2 Gals. Homo	5,321,403	.3136 .3685
Qts. Homo	2,194,591	.1696 .2000
Qts. Chocolate	163,037	.2080 .2437
1/2 Gals. Buttermilk	331,344	.3136 .3685
Qts. Buttermilk	542,083	.1478 .2000
1/2 Gals. 2%	612,231	.2941 .3453
1/2 Gals. Skim	515,996	.3008 .3453
Qts. Skim	445,587	.1638 .1917
1/2 Pts. Whip Cream	256,481	.2560 .3068
Pts. Half & Half	1,577,403	.2496 .2984

Penciled figures all

B SchA

Prices as of May 8

I

Calumet Area

Border Label Annual Cost	A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
485,031 $ 570,024	.6860	$ 530,504	$ 39,520
1,668,192 1,960,937	.3430	1,825,235	135,702
372,203 438,915	.1855	407,091	31,824
33,912 39,728	.2387	38,913	815
105,709 122,096	.3350	111,000	11,096
79,795 108,420	.1720	93,238	15,182
180,241 211,397	.3220	197,149	14,248
155,212 178,169	.3200	165,119	13,050
72,120 85,419	.1600	71,294	14,125
65,659 78,693	.2700	69,250	9,443
393,720 470,704	.2600	410,125	60,579
$ 4,264,502 3,611,194		$ 3,919,956	$ 345,584

Bremner quotes - all Zones

3337-A

15

February 9, 1965

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price - 3.5% B.F.	$ 4.2900
Market Administrator's Fee	.0200
Shrinkage 1%	.0045
Procurement, Bulk Tank Premiums Association Fees, Inner Zone Premiums, etc.	.2500
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$ 4.5645
To 3.4% B.F. Finished Product	.0740
Cost of 3.4% Finished Product	$ 4.4905

MILK COST BY ITEMS

Quart	2.15 pounds x $4.4905 per cwt.	=	$ .0966
Half Gallon	4.30 pounds x $4.4905 per cwt.	=	.1931
Gallon	8.60 pounds x $4.4905 per cwt.	=	.3862

Schedule #2

February 9, 1965

CHICAGO-CALUMET AREA

Price Change Per Unit

(Related to the Present Announced Super Pool Class I Price of $4.29 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit: Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

Schedule #2 - Page 2 February 9, 1965

CHICAGO-CALUMET AREA

Price Change Per Unit

(Related to the Present Announced Super Pool Class I Price of $4.29 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

Schedule #4

3341 36E

February 9, 1965
(Revised on August 13, 1965)

The Borden Company

Chicago-Calumet Area

General Quotation - A & P Private Label

(Related to the Present Announced Super Pool Class I Price of $4.29)

	Net for Borden Label	Net for A & P Private Label
Homo V D Milk - Gal. Paper	$ .7371	$ .6860
Homo V D Milk - 1/2 Gal. Paper	.3685	.3430
Homo V D Milk - Quart Paper	.2000	.1855
2% - Gal. Paper	.6906	.6440
2% - 1/2 Gal. Paper	.3453	.3220
Vitamin Fortified Skim - 1/2 Gal. Paper	.3453	.3200
Vitamin Fortified Skim - Quart Paper	.1917	.1600
Half and Half - Pint Paper	.2984	.2600
Chocolate Milk - Quart Paper	.2437	.2387
Buttermilk - 1/2 Gal. Paper	.3685	.3350
Buttermilk - Quart Paper	.2000	.1720
Whipping Cream - 1/2 Pint Paper	.3068	.2700

In the above listing, we have not included half and half quarts, sour cream, sour half and half, sour cream dips, triple whip and yogurt. Production of these items under private label, in addition to our regular brand, adversely affects production costs substantially because the items are required in limited quantity.

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CHICAGO, CHICAGO SUBURBAN & CALUMET AREAS

Includes The Following Cities and Towns:

ILLINOIS

Chicago
Arlington Heights
Barrington
Batavia
Bensenville
Berwyn
Blue Island
Brookfield
Chicago Heights
Chicago Ridge
Cicero
Des Plaines
Dolton
Downers Grove
Dundee
Elgin
Elmhurst
Evanston
Evergreen Park
Franklin Park
Glen Ellyn
Glenview
Harvey
Highland Park
Highwood
Homewood
La Grange

Lake Bluff
Lake Forest
Libertyville
Maywood
Midlothian
Mt. Prospect
Mundelein
Naperville
Niles
Norridge
Northbrook
Oak Lawn
Oak Park
Palatine
Park Ridge
Richton Park
Riverside
Schaumberg
Skokie
St. Charles
Summit
Villa Park
Waukegan
Western Springs
Wheaton
Wilmette
Winnetka

INDIANA

East Chicago
Gary
Hammond
Hobart

Portage
Munster
Whiting

ZONE I

South Bend

Commodity	Yearly Usage	Borden Label Unit Cost (Average)
Gals. Homo	129,272	.5772 .6305
1/2 Gals. Homo	493,064	.2993 .3203
Qts. Homo	97,431	.1674 .1694
Qts. Chocolate	10,400	.2088 .2166
1/2 Gals. Buttermilk	23,504	.2993 .3193
Qts. Buttermilk	29,276	.1400 .1687
1/2 Gals. 2%	101,781	.2801 .2965
1/2 Gals. Skim	21,216	.2865 .2852
Qts. Skim	11,371	.1560 .1601
1/2 Pts. Whip Cream	14,109	.2469 .2555
Pts. Half & Half	76,076	.2141 .2465

$

3343

B-Exh 8

Prices as of May 8

Area

Borden Label Annual Cost		A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
77,356 81,501	3 day	.6090	$ 78,884	$ 2,617
	6 day	.6640		
147,574 157,907	3 day	.3080	152,412	5,495
	6 day	.3355		
15,823 16,501	3 day	.1630	15,929	572
	6 day	.1760		
2,172 2,253	3 day	.2156	2,253	-
	6 day	.2516		
7,035 7,505	3 day	.3084	7,263	242
	6 day	.3389		
4,099 4,940	3 day	.1550	4,541	399
	6 day	.1680		
28,509 30,177	3 day	.2800	28,600	1,577
	6 day	.3035		
6 078 6,050	3 day	.2600	5,529	521
	6 day	.2785		
1774 1,820	3 day	.1555	1,768	52
	6 day	.1708		
3 454 3,605	3 day	.2490	3,536	69
	6 day	.2720		
15,570 18,755	3 day	.2390	18,217	538
	6 day	.2480		
$ 331,014 312,474			$ 318,932	$ 12,082

3343-A

Schedule No. 1 - Part 1

Revised
July 26, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$4.3200
Market Administrator's Fee	.0200
Shrinkage	.0045
Procurement, Bulk Tank Premiums, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.5945
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$4.5245

MILK COST BY ITEMS

Quarts 2.15 pounds X $4.5245 per cwt. = $.0973

Half Gallons 4.30 pounds X 4.5245 per cwt. = .1946

Gallons 8.60 pounds X 4.5245 per cwt. = .3891

Schedule No. 1 - Part 2

Revised July 26, 1965

The Borden Company

General Quotation - A & P Private Label

(Related to Present Announced Superpool Class I Price of $4.32 Per CWT.)

Private Label Products	Net Price for A & P Private Label Products by Type and Method of Delivery			
	3-Day Per Wk. Drop Delv'y.	4-Day Per Wk. Drop Delv'y.	5-Day Per Wk. Drop Delv'y.	6-Day Per Wk. Convent'l. Delivery
Homo V.D. Milk - Gal. Paper	$.6090	$.6440	$.6540	$.6640
Homo V.D. Milk - 1/2 Gal. Paper	.3080	.3255	.3305	.3355
Homo V.D. Milk - Quart Paper	.1630	.1700	.1730	.1760
2% - 1/2 Gal. Paper	.2800	.2935	.2985	.3035
Vitamin Fortified Skim - 1/2 Gal. Paper	.2600	.2685	.2735	.2785
Vitamin Fortified Skim - Quart Paper	.1555	.1648	.1678	.1708
Half & Half - Pint Paper	.2390	.2420	.2450	.2480
Chocolate Milk - Quart Paper	.2156	.2456	.2486	.2516
Buttermilk - 1/2 Gal. Paper	.3084	.3289	.3339	.3389
Buttermilk - Quart Paper	.1550	.1620	.1650	.1680
Whipping Cream - 1/2 Pint Paper	.2490	.2660	.2690	.2720

Prices apply to stores located in the geographical area subject to the terms of the Chicago Super Pool which are as follows:

Stores Receiving 3-Day Per Week Delivery:

South Bend (6 stores), Mishawaka, Elkhart, Goshen, La Porte, Valpariso, Walkerton and Michigan City.

Stores Receiving 6-Day Per Week Delivery:

Chesterton, South Bend (1 store).

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Stores Receiving 4-Day and 5-Day Per Week Delivery:

None

Drop Delivery recognizes store door deliveries - no in-store service; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

Conventional Delivery recognizes full service delivery; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

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Schedule No. 1 - Part 3

Revised July 26, 1965

Price Change Per Unit

(Related to the Present Announced Chicago Super Pool Class I Price of $4.32 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

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Schedule No. 1 - Part 3
Page 2

Revised July 26, 1965

Price Change Per Unit

(Related to the Present Announced Chicago Super Pool Class I Price of $4.32 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

13

ZONE III

Rockford Jo

Commodity	Yearly Usage	Borden Label Unit Cost (Average)
Gals. Homo	50,353	.6272 ✓ .7305
1/2 Gals. Homo	251,507	.3136 .3645
Qts. Homo	63,076	.1696 .1907
Qts. Chocolate	13,919	.2080 .2403
1/2 Gals. Buttermilk	20,124	.3136 .3643
Qts. Buttermilk	30,957	.1472 .1893
1/2 Gals. 2%	97,725	.2844 .3347
1/2 Gals. Skim	25,116	.3008 .3306
Qts. Skim	15,600	.1632 .1789
1/2 Pts. Whip Cream	29,588	.2560 .2882
Pts. Half & Half	58,725	.2496 .2807

3349

Prices as of May 8

iet Area

Borden Label Annual Cost	A & P Label Unit Cost	A &P Label Annual Cost	Differential Annual Basis
31,581 $ 36,781	.6960	$ 35,048	$ 1,733
78,873 91,676	.3480	87,533	4,143
10,698 12,029	.1810	11,423	606
2,895 3,345	.2330	3,241	104
6,311 7,332	.3544	7,124	208
4,557 5,859	.1810	5,599	260
28,770 32,708	.3230	31,564	1,144
7555 8,303	.3080	7,731	572
2546 2,791	.1695	2,652	139
7575 8,528	.2813	8,320	208
14,658 16,484	.2570	15,097	1,387
$ 225,836 196,019		$ 215,332	$ 10,504

Schedule No. 2 - Part 1.

Revised
July 26, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$4.0000
Market Administrator's Fee	.0200
Shrinkage	.0043
Procurement, Bulk Tank Premium, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$4.2743
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$4.2043

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $4.2043 per cwt. = $.0904

Half Gallons 4.30 pounds X 4.2043 per cwt. = .1808

Gallons 8.60 pounds X 4.2043 per cwt. = .3616

Schedule No. 2 - Part 2

Revised July 26, 1965

The Borden Company

General Quotation - A & P Private Label

(Related to Present Announced Superpool Class I Price of $4.00 Per CWT.)

	Net Price for A & P Private Label Products by Type and Method of Delivery			
Private Label Products	3-Day Per Wk. Drop Delv'y.	4-Day Per Wk. Drop Delv'y.	5-Day Per Wk. Drop Delv'y.	6-Day Per Wk. Convent'l. Delivery
Homo V.D. Milk - Gal. Paper	$.6410	$.6760	$.6860	$.6960
Homo V.D. Milk - 1/2 Gal. Paper	.3205	.3380	.3430	.3480
Homo V.D. Milk - Quart Paper	.1680	.1750	.1780	.1810
2% - 1/2 Gal. Paper	.2995	.3130	.3180	.3230
Vitamin Fortified Skim - 1/2 Gal. Paper	.2895	.2980	.3030	.3080
Vitamin Fortified Skim - Quart Paper	.1542	.1635	.1665	.1695
Half & Half - Pint Paper	.2480	.2510	.2540	.2570
Chocolate Milk - Quart Paper	.1970	.2270	.2300	.2330
Buttermilk - 1/2 Gal. Paper	.3239	.3444	.3494	.3544
Buttermilk - Quart Paper	.1680	.1750	.1780	.1810
Whipping Cream - 1/2 Pint Paper	.2583	.2753	.2783	.2813

Prices apply to stores located in the geographical area subject to the terms of the Rockford Superpool which are as follows:

Stores Receiving 6-Day Per Week Delivery:

Lockport, Aurora (2 stores), Joliet (6 stores), Rockford (5 stores), Freeport and Loves Park.

Stores Receiving 3-Day - 4-Day - or 5-Day Per Week Delivery:

None

Schedule No. 2 - Part 2

Revised July 26, 1965

Drop Delivery recognizes store door deliveries - no in-store service; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

Conventional Delivery recognizes full service delivery; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

Schedule No. 2 - Part 3

Revised July 26, 1965

Price Change Per Unit

(Related to the Present Announced Rockford Super Pool Class I Price of $4.00 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

Schedule No. 2 - Part 3
Page 2

Revised July 26, 1965

Price Change Per Unit

(Related to the Present Announced Rockford Super Pool Class I Price of $4.00 per CWT..)

	Increase or Decrease in Price Per Unit		
Increase or Decrease per CWT.	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

ZONE

Miscellan

Commodity	Yearly Usage	Borden Label Unit Cost (Average)
Gals. Homo	158,479	.6272 .6866
1/2 Gals. Homo	723,095	.3136 .3501
Qts. Homo	141,908	.1696 .1837
Qts. Chocolate	23,487	.2680 .2325
1/2 Gals. Buttermilk	30,264	.3136 .3580
Qts. Buttermilk	52,468	.1472 .1843
1/2 Gals. 2%	124,193	.2944 .3232
1/2 Gals. Skim	30,663	.3008 .3273
Qts. Skim	27,109	.1632 .1707
1/2 Pts. Whip Cream	48,967	.2560 .2917
Pts. Half & Half	156,381	.2436 .2742

3355

B-EuA

IV

Prices as of May 8

ous Area

Borden Label Annual Co	A & P Label Unit Cost (Average)	A & P Label Annual Cost	Differential Annual Basis
99,398 $ 108,819	.6546	$ 103,740	$ 5,079
226,763 253,188	.3286	237,623	15,565
24,068 26,069	.1708	24,232	1,837
4,885 5,460	.2118	4,975	485
9,491 10,833	.3316	10,036	797
7,723 9,672	.1721	9,031	641
36,562 40,144	.3045	37,821	2,323
9,223 10,036	.2945	9,031	1,005
4,424 4,628	.1567	4,247	381
12,536 14,283	.2623	12,844	1,439
39,033 42,883	.2462	38,497	4,386
$ 526,015 474106		$492,077	$ 33,938

335-A

Schedule No. 3 - Part 1.

Revised
July 26, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$3.7800
Market Administrator's Fee	.0200
Shrinkage	.0041
Procurement, Bulk Tank Premiums, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.0541
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$3.9841

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $3.9841 per cwt. = $.0857

Half Gallons 4.30 pounds X 3.9841 per cwt. = .1713

Gallons 8.60 pounds X 3.9841 per cwt. = .3426

Schedule No. 3 - Part 2

Revised July 26, 1965

The Borden Company

General Quotation - A & P Private Label

(Related to the Announced Class I Price Under Federal Order No. 30 of $3.78 Per CWT.)

	Net Price for A & P Private Label Products by Type and Method of Delivery			
Private Label Products	3-Day Per Wk. Drop Delv'y.	4-Day Per Wk. Drop Delv'y.	5-Day Per Wk. Drop Delv'y.	6-Day Per Wk. Drop Delivery
Homo V.D. Milk - Gal. Paper	$.6216	$.6566	$.6666	$.6766
Homo V.D. Milk - 1/2 Gal. Paper	.3108	.3283	.3333	.3383
Homo V.D. Milk - Quart Paper	.1644	.1714	.1744	.1774
2% - 1/2 Gal. Paper	.2898	.3033	.3083	.3133
Vitamin Fortified Skim - 1/2 Gal. Paper	.2798	.2883	.2933	.2983
Vitamin Fortified Skim - Quart Paper	.1474	.1567	.1597	.1627
Half & Half - Pint Paper	.2414	.2444	.2474	.2504
Chocolate Milk - Quart Paper	.1934	.2234	.2264	.2294
Buttermilk - 1/2 Gal. Paper	.3078	.3283	.3333	.3383
Buttermilk - Quart Paper	.1644	.1714	.1744	.1774
Whipping Cream - 1/2 Pint Paper	.2484	.2654	.2684	.2714

Prices apply to stores located in the geographical area subject to the announced Class I milk prices under Federal Order No. 30, (which Class I milk prices are not subject to producer "superpool" payments) which stores are as follows:

Stores Receiving 3-Day Per Week Delivery:

Manteno
Marseilles
Spring Valley
Culver
Momence
Ottawa
Sandwich
Knox
St. Annes
Streator
Plano
North Judson
Gilman
Pontiac
Lacon
Galena
La Salle
Princeton
Minonk
Warren

Stores Receiving 4-Day Per Week Delivery:

None

Schedule No. 3 - Part 2

Revised July 26, 1965

Page 2

Stores Receiving 5-Day Per Week Delivery:

- Belvidere
- Rochelle
- Dixon
- Marengo
- Polo
- DeKalb
- Mt. Morris

Stores Receiving 6-Day Per Week Delivery:

- Woodstock
- Fox Lake
- Kankakee (2 stores)
- Pecatonica
- Wilmington
- McHenry
- Antioch
- Wauconda
- Crystal Lake
- Zion

Drop Delivery recognizes store door deliveries - no in-store service; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

Conventional Delivery recognizes full service delivery; no special deliveries and no returns except products inferior in quality and packaging at time of delivery.

Schedule No. 3 - Part 3

Revised July 26, 1965

Price Change Per Unit

(Related to the Federal Order No. 30 Announced Class I Price of $3.78 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

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Schedule No. 3 - Part 3
Page 2

Revised July 26, 1965

Price Change Per Unit

(Related to the Federal Order No. 30 Announced Class I Price of $3.78 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0238
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

ZONE V

Rock Island A

Commodity	Yearly Usage	Borden Label Unit Cost (Average)
Gals. Homo	148,911	6485 .6066
1/2 Gals. Homo	255,840	.3717 .3035
Qts. Homo	106,652	.1795 .1710
Qts. Chocolate	15,600	.2056 .1933
Qts. Buttermilk	28,617	.1837 .1714
1/2 Gals. 2%	87,013	.2997 .2743
1/2 Gals. Skim	37,613	.2817 .2627
Qts. Skim	22,585	.1665 .1573
1/2 Pts. Whip Cream	23,157	2886 .2717
Pts. Half & Half	86,216	.2600 .2445

3361

B- Ex C

Prices as of M[illegible] 3

rea

Borden Label Annual Cost	A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
95,869 $ 90,324	.5872	$ 87,447	$ 2,877
82,355 77,636	.2938	75,175	2,461
19,144 18,235	.1661	17,715	520
3,204 3,016	.1883	2,947	69
5,243 4,905	.1666	4,767	138
26,078 23,868	.2646	23,019	849
10,577 9,880	.2531	9,516	364
3760 3,553	.1523	3,432	121
6,683 6,292	.2671	6,188	104
22,416 21,077	.2399	20,679	398
$ 258,786 275,329		$ 250,885	$ 7,901

Schedule No. 4 - Part 1

Revised
July 26, 1965.

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$3.8800
Market Administrator's Fee	.0200
Milk Foundation and City Health Inspection Fee	.0200
Waste	.0040
Premiums	.1000
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$4.0240
To 3.4% B.F. Finished Product	.0720
Cost of 3.4% Finished Product	$3.9520

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $3.9520 = $.0850

Half Gallons 4.30 pounds X 3.9520 = .1699

Gallons 8.60 pounds X 3.9520 = .3398

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Schedule No. 4 - Part 2

Revised July 26, 1965

The Borden Company

General Quotation - A & P Private Label

elated to the Announced Class I Price Under Federal Order No.63 of $3.88 per c

	Net Price for A & P Private Label Produ by Type and Method of Delivery			
ivate Label Products	3-Day Per Wk. Drop Delv'y.	4-Day Per Wk. Drop Delv'y.	5-Day Per Wk. Drop Delv'y.	6-Day Per Wk. Convent' Delivery
mo V. D. Milk - Gal. Paper	.5872	.6222	.6322	.6422
mo V. D. Milk - 1/2 Gal. Paper	.2938	.3113	.3163	.3213
mo V. D. Milk - Quart Paper	.1661	.1731	.1761	.1791
- 1/2 Gal. Paper	.2646	.2781	.2831	.2881
tamin Fortified Skim Milk-1/2 Gal. per	.2531	.2616	.2666	.2716
tamin Fortified Skim " Qt.-Paper	.1523	.1616	.1646	.1676
lf and Half - Pint Paper	.2399	.2429	.2459	.2489
ocolate Milk - Quart Paper	.1883	.2183	.2213	.2243
ttermilk - Quart Paper	.1666	.1736	.1766	.1796
ipping Cream - 1/2 Pint Paper	.2671	.2841	.2871	.2901

Prices apply to stores in the geographical area subject to the announced Class I Milk prices under Federal Order No. 63, (which Class I Milk prices are not subject to producer "Super Pool" payments) which stores are as follows:

Stores Receiving 3 Day Per Week Delivery

Geneseo Kewanee Lanark Moline (2 Stores)
Mt. Carroll Rock Island Savannah Sterling
Toulon Galesburg (2 Stores) Clinton Davenport (2 Stores)

Stores Receiving 4 Day, 5 Day or 6 Day Delivery

None.

Drop Delivery recognizes store-door deliveries - no in-store service; no special deliveries and no returns except products inferior in quality and packaging at the time of delivery.

Conventional Delivery recognizes full service delivery; no special deliveries and no returns, except products inferior in quality and packaging at time of delivery.

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Schedule No. 4 - Part 3

Revised July 26, 1965

Price Change Per Unit

(Related to the Federal Order No. 63 Announced Class I Price of $3.88 per CWT.)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

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Schedule No. 4 - Part 3
Page 2

Revised July 26, 1965

Price Change Per Unit

(Related to the Federal Order No. 63 Announced Class I Price of $3.88 per CWT.)

Increase or Decrease Per CWT.	Increase or Decrease in Price Per Unit Per Quart	 Per Half Gallon	 Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

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ZONE I

Chicago and Ca

Commodity	Yearly Usage	Borden Label Unit Cost
Gals. Homo Paper	773,327	.7371
1/2 Gals. Homo	5,321,403	.3685
Qts. Homo	2,194,591	.2000
Qts. Chocolate	163,037	.2437
1/2 Gals. Buttermilk	331,344	.3685
Qts. Buttermilk	542,083	.2000
1/2 Gals. 2%	612,231	.3453
1/2 Gals. Skim	515,996	.3453
Qts. Skim	445,587	.1917
1/2 Pts. Whip Cream	256,481	.3068
Pts. Half & Half	1,577,403	.2984

3366

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Prices as of May 8

lumet Area

Borden Label Annual Cost	A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
$ 570,024	.6860	$ 530,504	$ 39,520
1,960,937	.3430	1,825,235	135,702
438,915	.1855	407,091	31,824
39,728	.2387	38,913	815
122,096	.3350	111,000	11,096
108,420	.1720	93,238	15,182
211,397	.3220	197,149	14,248
178,169	.3200	165,119	13,050
85,419	.1600	71,294	14,125
78,693	.2700	69,250	9,443
470,704	.2600	410,125	60,579
$ 4,264,502		$ 3,919,956	$ 345,584

[illegible] 927 Gals
[illegible]
5/35 033

2999-A

South Bend A

Commodity	Yearly Usage	Borden Label Unit Cost (Average)	
Gals. Homo	129,272	.6305	$
1/2 Gals. Homo	493,064	.3203	
Qts. Homo	97,431	.1694	
Qts. Chocolate	10,400	.2166	
1/2 Gals. Buttermilk	23,504	.3193	
Qts. Buttermilk	29,276	.1687	
1/2 Gals. 2%	101,781	.2965	
1/2 Gals. Skim	21,216	.2852	
Qts. Skim	11,371	.1601	
1/2 Pts. Whip Cream	14,109	.2555	
Pts. Half & Half	76,076	.2465	
			$

Prices as of May 8

rea

Borden Label Annual Cost		A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
81,501	3 day	.6090	$ 78,884	$ 2,617
	6 day	.6640		
157,907	3 day	.3080	152,412	5,495
	6 day	.3355		
16,501	3 day	.1630	15,929	572
	6 day	.1760		
2,253	3 day	.2156	2,253	-
	6 day	.2516		
7,505	3 day	.3084	7,263	242
	6 day	.3389		
4,940	3 day	.1550	4,541	399
	6 day	.1680		
30,177	3 day	.2800	28,600	1,577
	6 day	.3035		
6,050	3 day	.2600	5,529	521
	6 day	.2785		
1,820	3 day	.1555	1,768	52
	6 day	.1708		
3,605	3 day	.2490	3,536	69
	6 day	.2720		
18,755	3 day	.2390	18,217	5
	6 day	.2480		
331,014			$ 318,932	$

3367-A

ZONE III

Rockford Jo

Commodity	Yearly Usage	Borden Label Unit Cost (Average)
Gals. Homo	50,353	.7305
1/2 Gals. Homo	251,507	.3645
Qts. Homo	63,076	.1907
Qts. Chocolate	13,919	.2403
1/2 Gals. Buttermilk	20,124	.3643
Qts. Buttermilk	30,957	.1893
1/2 Gals. 2%	97,725	.3347
1/2 Gals. Skim	25,116	.3306
Qts. Skim	15,600	.1789
1/2 Pts. Whip Cream	29,588	.2882
Pts. Half & Half	58,725	.2807

Prices as of May

ict Area

Borden Label Annual Cost	A & P Label Unit Cost	A &P Label Annual Cost	Differential Annual Basis
$ 36,781	.6960	$ 35,048	$ 1,733
91,676	.3480	87,533	4,143
12,029	.1810	11,423	606
3,345	.2330	3,241	104
7,332	.3544	7,124	208
5,859	.1810	5,599	260
32,708	.3230	31,564	1,144
8,303	.3080	7,731	572
2,791	.1695	2,652	139
8,528	.2813	8,320	208
16,484	.2570	15,097	1,387
$ 225,836		$ 215,332	$ 10,504

3368-P

3369

ZON

Miscella

Commodity	Yearly Usage	Borden Label Unit Cost (Average)
Gals. Homo	158,479	.6866
1/2 Gals. Homo	723,095	.3501
Qts. Homo	141,908	.1837
Qts. Chocolate	23,487	.2325
1/2 Gals. Buttermilk	30,264	.3580
Qts. Buttermilk	52,468	.1843
1/2 Gals. 2%	124,193	.3232
1/2 Gals. Skim	30,663	.3273
Qts. Skim	27,109	.1707
1/2 Pts. Whip Cream	48,967	.2917
Pts. Half & Half	156,381	.2742

E IV

Prices as of May 8

neous Area

Borden Label Annual Cost	A & P Label Unit Cost (Average)	A & P Label Annual Cost	Differential Annual Basis
$ 108,819	.6546	$ 103,740	$ 5,079
253,188	.3286	237,623	15,565
26,069	.1708	24,232	1,837
5,460	.2118	4,975	485
10,833	.3316	10,036	797
9,672	.1721	9,031	641
40,144	.3045	37,821	2,323
10,036	.2945	9,031	1,005
4,628	.1567	4,247	381
14,283	.2623	12,844	1,439
42,883	.2462	38,497	4,386
$ 526,015		$492,077	$ 33,938

3369-A

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ZONE V

Rock Island Ar

Commodity	Yearly Usage	Borden Label Unit Cost (Average)
Gals. Homo	148,911	.6066
1/2 Gals. Homo	255,840	.3035
Qts. Homo	106,652	.1710
Qts. Chocolate	15,600	.1933
Qts. Buttermilk	28,617	.1714
1/2 Gals. 2%	87,013	.2743
1/2 Gals. Skim	37,613	.2627
Qts. Skim	22,585	.1573
1/2 Pts. Whip Cream	23,157	.2717
Pts. Half & Half	86,216	.2445

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Prices as of May 8.

ca

Borden Label Annual Cost	A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
$ 90,324	.5872	$ 87,447	$ 2,877
77,636	.2938	75,175	2,461
18,235	.1661	17,715	520
3,016	.1883	2,947	69
4,905	.1666	4,767	138
23,868	.2646	23,019	849
9,[illegible]	.2531	9,516	364
3,553	.1523	3,432	121
6,292	.2671	6,188	104
21,077	.2399	20,679	398
$ 258,786		$ 250,885	$ 7,901

3370-A

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8/13/65

Eff. Aug 13 revision

THE BORDEN COMPANY
CENTRAL DIVISION

Summary of Decreased A & P Private Label Cost

Area 1		$345,584
Area 2		12,082
Area 3		10,504
Area 4		33,938
Area 5		7,901
	Total	$410,009

379

3372

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Chicago a

Commodity	Yearly Usage	Borden Lab Unit Cost
Gals. Homo Paper	773,327	.7371
1/2 Gals. Homo	5,321,403	.3685
Qts. Homo	2,194,591	.2000
Qts. Chocolate	163,037	.2437
1/2 Gals. Buttermilk	331,344	.3685
Qts. Buttermilk	542,083	.2000
1/2 Gals. 2%	612,231	.3453
1/2 Gals. Skim	515,996	.3453
Qts. Skim	445,587	.1917
1/2 Pts. Whip Cream	256,481	.3068
Pts. Half & Half	1,577,403	.2984

NE 1

d Calumet Area

el	Borden Label Annual Cost	A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
	$ 570,024	.6860	$ 530,504	$ 39,520
	1,960,937	.3430	1,825,235	135,702
	438,915	.1855	407,091	31,824
	39,728	.2387	38,913	815
	122,096	.3350	111,000	11,096
	108,420	.1720	93,238	15,182
	211,397	.3220	197,149	14,248
	178,169	.3200	165,119	13,050
	85,419	.1600	71,294	14,125
	78,693	.2700	69,250	9,443
	470,704	.2600	410,125	60,579
	$ 4,264,502		$ 3,919,956	$ 345,584

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3373

South Ben

Commodity	Yearly Usage	Borden Label Unit Cost (Average)
Gals. Homo	129,272	.6305
1/2 Gals. Homo	493,064	.3203
Qts. Homo	97,431	.1694
Qts. Chocolate	10,400	.2166
1/2 Gals. Buttermilk	23,504	.3193
Qts. Buttermilk	29,276	.1687
1/2 Gals. 2%	101,781	.2965
1/2 Gals. Skim	21,216	.2852
Qts. Skim	11,371	.1601
1/2 Pts. Whip Cream	14,109	.2555
Pts. Half & Half	76,076	.2465

Area

Prices as of May 8

Borden Label Annual Cost		A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
81,501	3 day	.6090	$ 78,884	$ 2,617
	6 day	.6640		
157,907	3 day	.3080	152,412	5,495
	6 day	.3355		
16,501	3 day	.1630	15,929	572
	6 day	.1760		
2,253	3 day	.2156	2,253	-
	6 day	.2516		
7,505	3 day	.3084	7,263	242
	6 day	.3389		
4,940	3 day	.1550	4,541	399
	6 day	.1680		
30,177	3 day	.2800	28,600	1,577
	6 day	.3035		
6,050	3 day	.2600	5,529	521
	6 day	.2785		
1,820	3 day	.1555	1,768	52
	6 day	.1708		
3,605	3 day	.2490	3,536	69
	6 day	.2720		
18,755	3 day	.2390	18,217	538
	6 day	.2480		
331,014			$ 318,932	$ 12,082

3373-A

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3374

ZONE I

Rockford J

Commodity	Yearly Usage	Borden Label Unit Cost (Average)
Gals. Homo	50,353	.7305
1/2 Gals. Homo	251,507	.3645
Qts. Homo	63,076	.1907
Qts. Chocolate	13,919	.2403
1/2 Gals. Buttermilk	20,124	.3643
Qts. Buttermilk	30,957	.1893
1/2 Gals. 2%	97,725	.3347
1/2 Gals. Skim	25,116	.3306
Qts. Skim	15,600	.1789
1/2 Pts. Whip Cream	29,588	.2882
Pts. Half & Half	58,725	.2807

Prices as of May 8

liet Area

Borden Label Annual Cost	A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
$ 36,781	.6960	$ 35,048	$ 1,733
91,676	.3480	87,533	4,143
12,029	.1810	11,423	606
3,345	.2330	3,241	104
7,332	.3544	7,124	208
5,859	.1810	5,599	260
32,708	.3230	31,564	1,144
8,303	.3080	7,731	572
2,791	.1695	2,652	139
8,528	.2813	8,320	208
16,484	.2570	15,097	1,387
$ 225,836		$ 215,332	$ 10,504

3374-A

37E

3375

ZON

Miscella

Commodity	Yearly Usage	Borden Label Unit Cost (Average)
Gals. Homo	158,479	.6866
1/2 Gals. Homo	723,095	.3501
Qts. Homo	141,908	.1837
Qts. Chocolate	23,487	.2325
1/2 Gals. Buttermilk	30,264	.3580
Qts. Buttermilk	52,468	.1843
1/2 Gals. 2%	124,193	.3232
1/2 Gals. Skim	30,663	.3273
Qts. Skim	27,109	.1707
1/2 Pts. Whip Cream	48,967	.2917
Pts. Half & Half	156,381	.2742

E IV

Prices as of May 8

neous Area

Borden Label Annual Cost	A & P Label Unit Cost (Average)	A & P Label Annual Cost	Differential Annual Basis
$ 108,819	.6546	$ 103,740	$ 5,079
253,188	.3286	237,623	15,565
26,069	.1708	24,232	1,837
5,460	.2118	4,975	485
10,833	.3316	10,036	797
9,672	.1721	9,031	641
40,144	.3045	37,821	2,323
10,036	.2945	9,031	1,005
4,628	.1567	4,247	381
14,283	.2623	12,844	1,439
42,883	.2462	38,497	4,386
$ 526,015		$492,077	$ 33,938

3375-A

ZONE

Rock Islan

Commodity	Yearly Usage	Borden Lab Unit Cost (Average)
Gals. Homo	148,911	.6066
1/2 Gals. Homo	255,840	.3035
Qts. Homo	106,652	.1710
Qts. Chocolate	15,600	.1933
Qts. Buttermilk	28,617	.1714
1/2 Gals. 2%	87,013	.2743
1/2 Gals. Skim	37,613	.2627
Qts. Skim	22,585	.1573
1/2 Pts. Whip Cream	23,157	.2717
Pts. Half & Half	86,216	.2445

V

d Area

Prices as of May 8

el	Borden Label Annual Cost	A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
	$ 90,324	.5872	$ 87,447	$ 2,877
	77,636	.2938	75,175	2,461
	18,235	.1661	17,715	520
	3,016	.1883	2,947	69
	4,905	.1666	4,767	138
	23,868	.2646	23,019	849
	9,880	.2531	9,516	364
	3,553	.1523	3,432	121
	6,292	.2671	6,188	104
	21,077	.2399	20,679	398
	$ 258,786		$ 250,885	$ 7,901

3376-A

3377 CX ID-42

THE BORDEN COMPANY

CENTRAL DIVISION

Estimate of Gross Profit Loss

Re: Chicago Metropolitan Region's Operation

Based on Loss of A & P's Fluid Milk Business

Total A & P Fluid Milk Point Sales - 6th Period	3,356,772
Total Gross Margin Contribution Per Point - Wholesale Route Sales (Based on analysis made 5th period)	.0632
Deduct: Estimated Reduction in Direct Cost if A & P Volume Was Lost	
Route Salesmen's Salaries & Commission	.0171
Route Salesmen's Fringe Benefits	.0037
Loading Expense	.0051
Truck Expense	.0049
Total Direct Cost Reduction Per Point	.0308
Estimated Reduction in Gross Profit Per Point	.0324
Estimate Amount of Reduction in Gross Profit	
(3,356,772 x $.0324 =)	$108,759
Add: Loss in Plant Fixed Cost Absorbtion	21,349
(3,356,772 x $.00636 - Woodstock Fixed Cost)	
Total Estimated Reduction in Gross Profit	$130,108
	x 12 periods (x 13)
	$ 1,691,404

Note: The estimated reduction in gross profit indicated above is the equivalent of $1,691,404 annually, which compares to the private label price reduction quoted of $410,009.

42-A

42A

8/16/65

THE BORDEN COMPANY
CENTRAL DIVISION

COMPARISON OF CLASS I BASIC MILK PRICE PER CWT.

JUNE - AUGUST, 1965

Area and Order No.	June	August	Increase
Chicago - Federal Order 30 - Superpool Area	$4.32	$4.32	-
Chicago - Federal Order 30 - Non-Superpool Area	3.78	4.17	$ .39
Rockford - Federal Order 38 - Superpool	4.00	4.09	.09
Milwaukee - Federal Order 39 - Superpool	4.20	4.20	-
Milwaukee - Federal Order 39 - Non-Superpool	3.66	4.05	.39
Rock Island - Federal Order 63 - Non-Superpool	3.88	4.27	.39
Marshalltown - Federal Order 78 - Non-Superpool	3.83	4.22	.39
Des Moines - Federal Order 79 - Non-Superpool	4.17	4.56	.39

4113

8/16/65

THE BORDEN COMPANY
CENTRAL DIVISION

ANALYSIS OF PRODUCTION EXPENSE
WOODSTOCK, ILLINOIS PLANT

5TH PERIOD - 1965

	Total	Allocated to Variable	Allocated to Fixed
Wage Costs	$107,273	$ 75,975	$31,298
All Other Costs	69,905	19,759	50,146
Total	$177,178	$ 95,734	$81,444
Per Cent to Total	100.00	54.03	45.97 ✓
Points Produced	12,809,895		
Average Per Point Produced	.01383	.00747	.00636

8/16/65

THE BORDEN COMPANY
CENTRAL DIVISION

DATA - RE: A & P SALES - FLUID MILK
BASED ON 6TH PERIOD ENDED JUNE 26

(1) Percentage of A & P Sales to Total Sales - Central Division - Points Sold

		Central Division Sales		Percent of A&P Sales	
Region	Total A&P Volume	Grand Total	Wholesale Rte. Sales Only	To: Grand Total	To: Wholesale Rte. Sales
Chicago Metropolitan	3,356,772	13,291,969	(1)6,027,418	25.2	55.7
Eastern Iowa-Central Illinois	743,085	4,248,423	2,580,398	17.5	28.8
Western Iowa	9,618	3,254,249	771,840	.3	1.2
Wisconsin	851,751	8,755,366	3,536,438	9.7	24.1
Grand Total	4,961,226	29,550,007	12,916,094	16.8	38.4

(1) Excludes bulk route sales of 1,209,267 points.

(2) Percentage of A & P Sales Produced at Woodstock to Total Woodstock Production - Points

Total A & P Sales Produced at Woodstock	3,199,956
Total Woodstock Production	12,622,079
Percent of A & P Sales Produced at Woodstock to Total Woodstock Production	25.3%

CX10-43A

5/13/[illegible]

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3381

Memo A.T

3381

Have been advised by Elmer Schmidt that they have decided to submit the private label milk matter to a few Chicago dealers and some local dealers as the outlets were Marklee met with Bartelle

Bartelle was very easy indicating that the discount was the "only way we can make sure".

Marklee indicated his great concern if someone bids and gets the business because our overall planning gave great weight to the retention of this business.

The highly competitive nature of this business in the Chicago area and greater out-market moves have always been tied to such conditions. Where bids are concerned it appears to be the general practice to only include out of pocket expense - not the whole cost.

Bartlett indicated that there was no other way out. He was aware of the consideration that would be taken into account by dealers who don't have the business and would very easily put in only the direct. He would have not done this if there was any way to avoid it. Says there will be no opportunity to talk again - do a good deal of thinking about what you would do to hold the business.

Minkler indicated that this volume was very important to our plant (Woodstock) and our business. Referring to Schmidt's indication that this program would yield the equivalent of 10 supermarkets - $500,000. Bartlett indicated that he did not know where this came from. Can't give me any information. Have to arrive at a specific figure. Was aware that you (Knight) must be worrying - means a great deal to your plant and your job

8/18/65

Memo - A&P

Tarr having been advised by Elmer Schmidt that they had decided to submit the private label milk matter to a few Chicago dealers and some local dairies in the outside areas Minkler met with Bartels.

Bartels was very cagy /sic/ indicating that this decision was the "only way we can make sure". Minkler indicated his great concern if someone bids and gets the business because our overall planning gave great weight to the retention of this business. The highly competitive nature of this business in the Chicago area was pointed out - market moves have always been tied in with emotions. Where bids are concerned it appears to be the general practice to only include out of pocket expenses - not the whole cost.

Bartels indicated that there was no other way out. He was aware of the considerations that could be taken into account by dealers who don't have the business and could very easily put in only the directs. He would have not done this if there was any way to avoid it. Says there will be an opportunity to talk again - do a good deal of thinking about what you would do to hold the business.

112

Minkler indicated that this volume was very important to our plant (Woodstock) and our business. Referred to Schmidt's indication that this program would yield the equivalent of 10 supermarkets - $500,000. Bartels indicated that he did not know where this came from. Can't give us any information. Have to arrive at a specific figure. Well aware that you (Ralph) must be worrying - means a great deal to your plant and your job.

3384

9/8 Herzog & Schildkraut

Provide detail on f/s Herzog

Attached files complete list on items to him

Quote on any or all on attached basis.

9/17 On Vacation

9/20 Miss Barnes - Schildkraut says still alive.

10/1/65 Apparently no interest quoting

c X 45

3395

AREA MAP B

K

3385

50 A

[illegible]
7500 Central
921-3332

BOWMAN
DAIRY COMPANY

EXECUTIVE OFFICES: 201 NORTH WELLS STREET CHICAGO, ILLINOIS 60606 TELEPHONE 312: 645-6222

August 31, 1965

Mr. E. R. Schmidt, Buyer
The Great Atlantic & Pacific Tea Co., Inc.
Middle West Division
2622 North Pulaski Road
Chicago, Illinois 60639

Dear Mr. Schmidt:

Thank you for the opportunity to offer our price quotations according to your specifications. They are attached herewith for the following areas on fluid milk products only. (Cottage Cheese, separate.)

These quotations were developed by our accountants on an estimated total dollar volume of approximately one million dollars* per month (26 delivery days) using Chicago list prices. A substantial increase or decrease in the size of your order (compared to the assumption of dollar volumes set forth above) would affect these prices and I would appreciate an opportunity to discuss with you a) the areas involved b) the dollar volume and c) the resultant prices.

1. Metropolitan Chicago

2. Northwestern Illinois

3. North Central Illinois

4. Indiana

5. Iowa

Each bid on the above areas consists of the following substantiating materials:

1. Map Indicating Location of Stores

2. Cost Plus Pricing Schedule for the Bowman Label and the A & P Label Brands

3. Standard Direct Product Cost - Chicago Plant

4. Selling and Delivery Expenses - Per Route Day

[illegible]

CX 50 2

B

These price quotations would only change as follows:

1. Increase or decrease in Federal Fluid Milk Market Order.
2. Increase or decrease in container costs.
3. Labor increases.

Costs not considered in these quotations are as follows:

1. Return of out-dated or sour merchandise.
2. Merchandising of stores and point-of-sale materials.
3. Call-backs (straight-line delivery service only was considered).

I am enclosing a history of the period of time that we served the A & P Company. This substantiates that we contributed to A & P's progress for the last eleven years that we had the privilege of servicing your stores.

We are looking forward to a resumption of business with your fine corporation in the very near future.

Sincerely,

Frank T. Cannon Sr

Frank T. Cannon, Sr.
General Manager - Wholesale

FTC:rt
enc.

3

C

PRICE ESCALATION ON MILK ORDER PRICES

Chicago area prices are quoted on the basis of the present Order Number 30 price plus a super pool which totals $4.32 per CWT. for 3.5% Class I Milk Products.

Iowa area prices are quoted on the basis of Order Number 63 price plus a super pool which totals $4.37 per CWT. for 3.5% Class I Milk Products.

Each change of 5 cents per CWT. will increase or decrease quoted prices by 1/8 cent per point for each product.

In the event that stores are served in areas where there is no Federal Milk Order or where the super pool price is not effective, we will adjust quoted prices in that area.

LABOR PRICES

Quoted prices will be adjusted for any changes in Union labor rates or changes in Federal Payroll taxes.

Container Costs

Quoted prices will be adjusted for any changes in the purchase cost for containers used.

4/

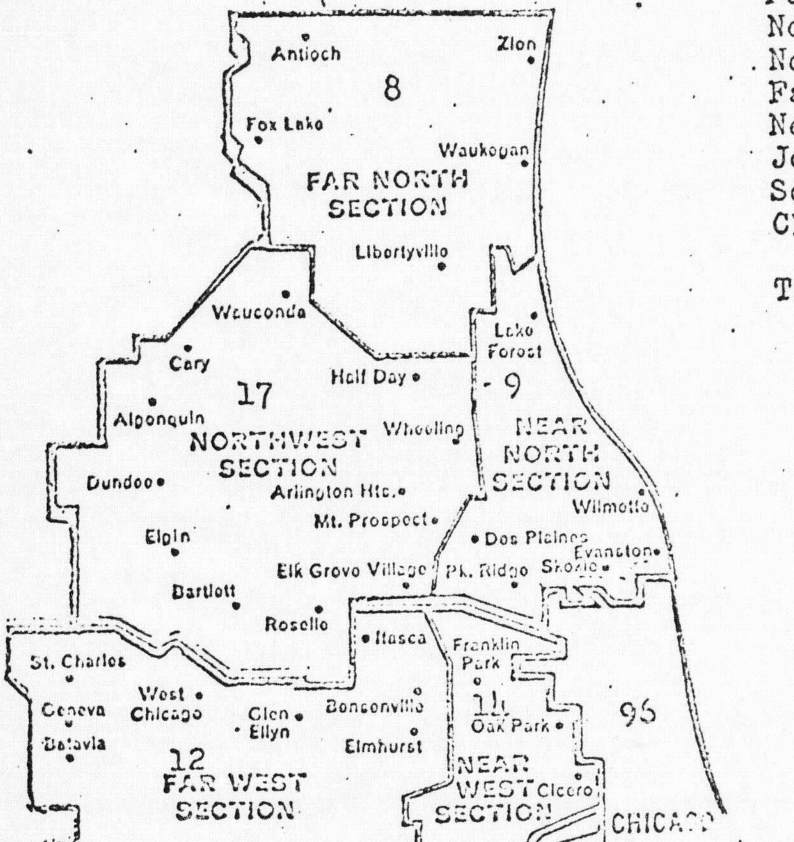
3388

AREA MAP A

D

METROPOLITAN CHICAGO AREA

SECTION	STORES
Far North	8
Near North	17
Northwest	9
Far West	12
Near West	14
Joliet	7
South	12
Chicago	96
Total	175


Antioch
Zion
8
Fox Lake
Waukegan
FAR NORTH SECTION
Libertyville
Wauconda
Lake Forest
Cary
Half Day
9
17
Algonquin
NORTHWEST SECTION
Wheeling
NEAR NORTH SECTION
Dundee
Arlington Hts.
Wilmette
Mt. Prospect
Elgin
Des Plaines
Evanston
Elk Grove Village
Pk. Ridge
Skokie
Bartlett
Roselle
Itasca
Franklin Park
St. Charles
West Chicago
14
96
Geneva
Glen Ellyn
Bensenville
Oak Park
Batavia
Elmhurst
12
FAR WEST SECTION
NEAR WEST SECTION
Cicero
CHICAGO
Aurora
Naperville
Downers Grove
Hinsdale
Summit
Oak Lawn
Plainfield
Lemont
Blue Island
12
Riverdale
Lockport
Orland Park
7
Harvey
Tinley Park
Joliet
Mokena
Chicago Heights
Minooka
JOLIET REGION
Frankfort
Park Forest
Manhattan
SOUTH REGION
Elwood
Beecher
Wilmington
Peotone
Braidwood

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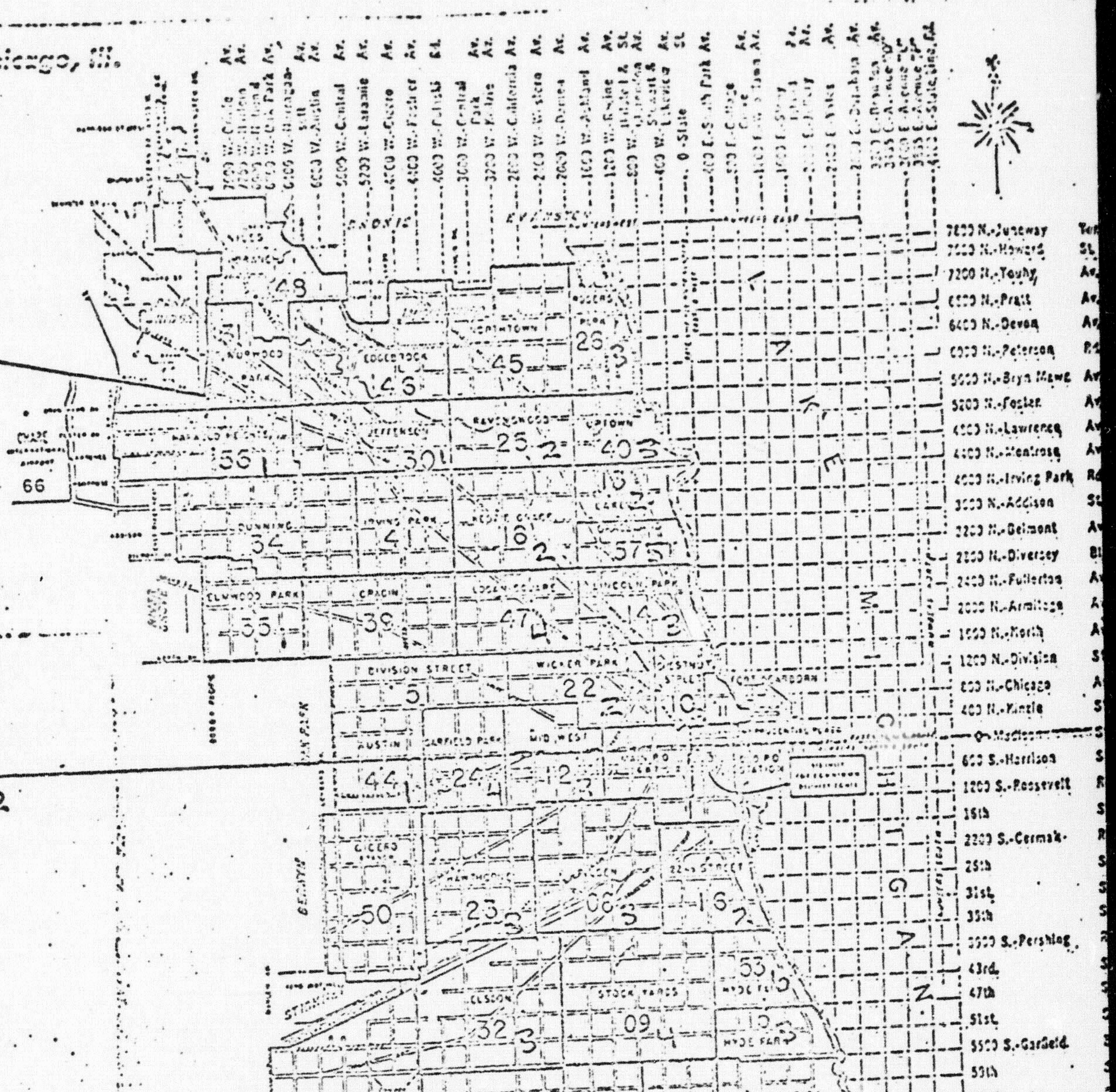
Chicago, Ill.
7800 N.-Juneway Ter.
7600 N.-Howard St.
7200 N.-Touhy Av.
6800 N.-Pratt Av.
6400 N.-Devon Av.
6000 N.-Peterson Rd.
5600 N.-Bryn Mawr Av.
5200 N.-Foster Av.
4800 N.-Lawrence Av.
4400 N.-Montrose Av.
4000 N.-Irving Park Rd.
3600 N.-Addison St.
3200 N.-Belmont Av.
2800 N.-Diversey Bl.
2400 N.-Fullerton Av.
2000 N.-Armitage Av.
1600 N.-North Av.
1200 N.-Division St.
800 N.-Chicago Av.
400 N.-Kinzie St.
0-Madison St.
600 S.-Harrison St.
1200 S.-Roosevelt Rd.
16th St.
2200 S.-Cermak Rd.
26th St.
31st St.
35th St.
3900 S.-Pershing Rd.
43rd St.
47th St.
51st St.
5500 S.-Garfield Bl.
59th St.
63rd St.
6700 S.-Marquette Rd.
71st St.
75th St.
79th St.
83rd St.
87th St.
91st St.
95th St.
102nd St.
106th St.
110th St.
114th St.
118th St.
122nd St.
126th St.
130th St.
134th St.
138th St.
142nd St.
146th St.
LAKE MICHIGAN
EVANSTON
NILES
NORWOOD PARK
EDGEBROOK
NORTHTOWN
ROGERS PARK
JEFFERSON
RAVENSWOOD
UPTOWN
DUNNING
IRVING PARK
LAKEVIEW
ELMWOOD PARK
CRAGIN
LOGAN SQUARE
LINCOLN PARK
DIVISION STREET
WICKER PARK
CHESTNUT STREET
FORT DEARBORN
AUSTIN
GARFIELD PARK
MIDWEST
MAIN P.O.
LOOP P.O. STATION
CICERO
HAWTHORNE
OGDEN
22nd STREET
STOCK YARDS
HYDE PARK
CLEARING
CHICAGO LAWN
ENGLEWOOD
JACKSON PARK
SO. SHORE
GRAND CROSSING
ASHBURN
AUBURN PARK
EVERGREEN PK
MORGAN PK
MOUNT GREENWOOD
ROSELAND
SOUTH CHICAGO
ALSIP
RIVERDALE
HEGEWISCH
DOLTON
OAK LAWN
BERWYN
OAK PARK
5200 W.-Laramie
4800 W.-Cicero
4400 W.-Kostner
4000 W.-Pulaski
3600 W.-Central Park
3200 W.-Kedzie
2800 W.-California
2400 W.-Western
2000 W.-Damen
1600 W.-Ashland
1200 W.-Racine
800 W.-Halsted
0-State St.
1600 E.-Stony Island
48
31
3
46
45
26
3
56
30
25
2
40
3
66
18
34
4
16
2
57
35
39
47
14
51
22
10
44
24
12
50
23
06
16
53
32
09
4
15
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29
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19
42
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17
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33

97 { 35 / 62

3389

80
90

11

3389

3390

AREA A

STORES IN
METROPOLITAN CHICAGO AREA

FAR NORTH REGION	
ANTIOCH	1
FOX LAKE	1
LIBERTYVILLE	1
MUNDELEIN	1
WAUKEGAN	3
ZION	1
TOTAL	8

NEAR NORTH REGION	
DES PLAINES	1
EVANSTON	4
GLENVIEW	1
HIGHLAND PARK	1
HIGHWOOD	1
LAKE BLUFF	1
LAKE FOREST	1
NILES	1
NORTHBROOK	1
PARK RIDGE	1
SKOKIE	2
WILMETTE	1
WINNETKA	1
TOTAL	17

NORTHWEST REGION	
ARLINGTON HTS.	2
BARRINGTON	1
DUNDEE	1
ELGIN	1
MT. PROSPECT	1
PALATINE	1
SCHUMBURG	1
WAUCONDA	1
TOTAL	9

NEAR WEST REGION	
BERWYN	2
BROOKFIELD	1
CICERO	3
FRANKLIN PARK	1
LA GRANGE	1
MAYWOOD	1
NORRIDGE	1
OAK PARK	3
WESTERN SPRINGS	1
TOTAL	14

FAR WEST REGION	
AURORA	2
BATAVIA	1
BENSENVILLE	1
DOWNERS GROVE	1
ELMHURST	1
GLEN ELLYN	1
LOMBARD	1
NAPERVILLE	1
ST. CHARLES	1
VILLA PARK	1
WHEATON	1
TOTAL	12

JOLIET REGION	
JOLIET	6
LOCKPORT	1
TOTAL	7

SOUTH REGION	
BLUE ISLAND	1
CHICAGO HTS.	2
CHICAGO RIDGE	1
DOLTON	1
EVERGREEN PARK	1
HARVEY	1
HOMEWOOD	1
MIDLOTHIAN	1
OAK LAWN	1
RICHTON PARK	1
SUMMIT	1
TOTAL	12

CITY OF CHICAGO REGION

TOTAL 96

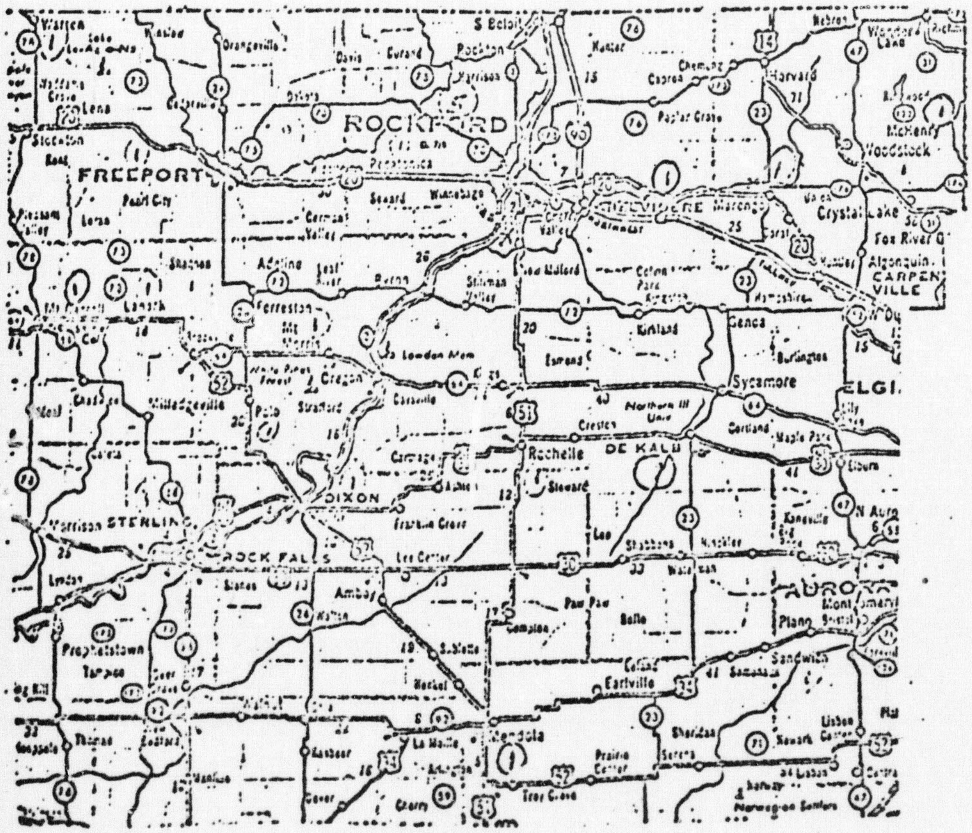
3391

AREA MAP C

G

STORES IN NORTHWESTERN ILLINOIS

Crystal Lake	1
Warren	1
Freeport	1
Pecatonica	1
Rockford	5
Loves Park	1
Belvidere	1
Marengo	1
Woodstock	1
McHenry	1
Mt. Carroll	1
Lanark	1
Mt. Morris	1
Polo	1
Sterling	1
Dixon	1
Rochelle	1
DeKalb	1
Mendota	1
Sandwich	1
Total	24


Warren
Lena
Stockton
FREEPORT
Pearl City
Orangeville
S Beloit
Rockton
ROCKFORD
Pecatonica
Winnebago
BELVIDERE
Marengo
Harvard
Woodstock
McHenry
Crystal Lake
Fox River G
Algonquin
CARPENTERSVILLE
Lanark
Mt Carroll
Forreston
Mt Morris
Oregon
Polo
Genoa
Sycamore
Rochelle
DE KALB
DIXON
STERLING
ROCK FALLS
Amboy
AURORA
Sandwich
Earlville
Mendota
Prophetstown
Tampico

8

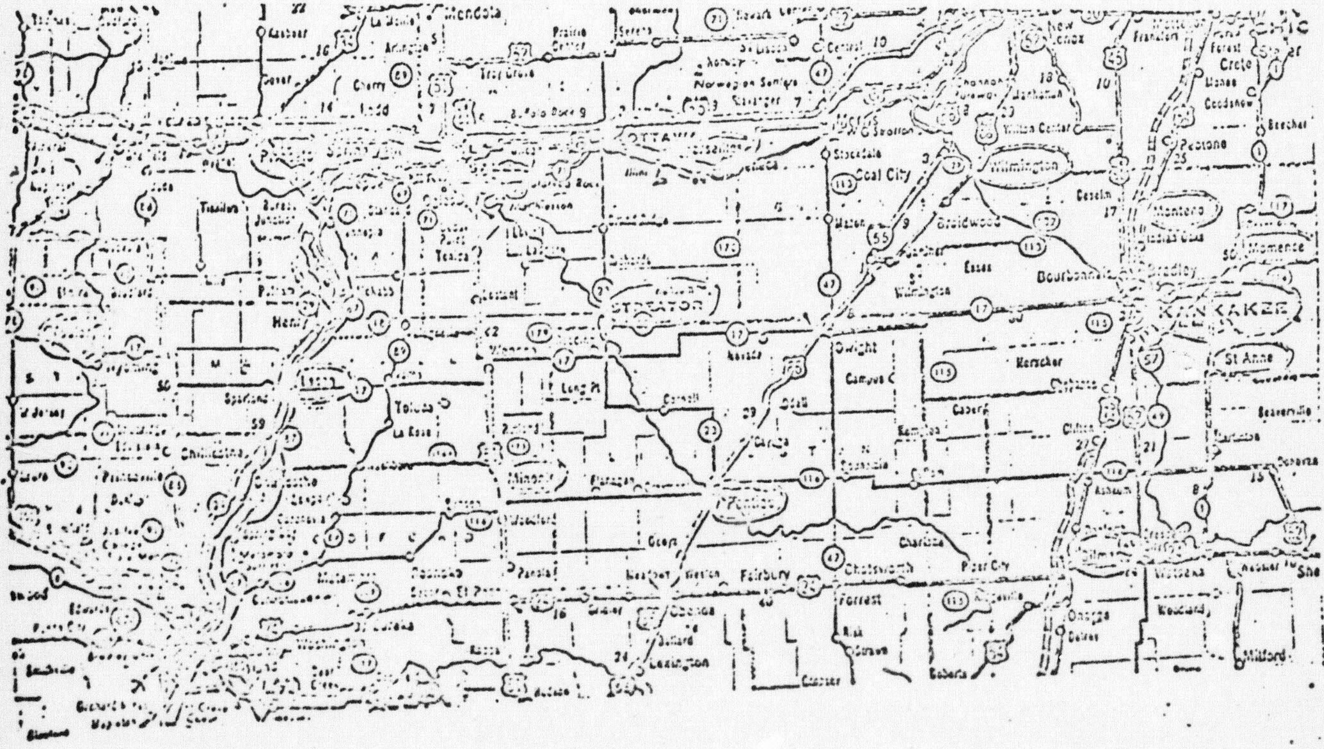
8

3392 AREA MAP D

H

NORTH CENTRAL ILLINOIS

Gilman	1
Kankakee	2
Manteno	1
LaSalle	1
Ottawa	1
Pontiac	1
Streator	1
Momence	1
Wilmington	1
Marseilles	1
Minonk	1
St. Anne	1
Toulon	1
Lacon	1
Spring Valley	1
Princeton	1
	17


Mendota
Ottawa
Coal City
Wilmington
Braidwood
Peotone
Forest
Crete
Beecher
Manteno
Momence
Bourbonnais
Bradley
Kankakee
St Anne
Streator
Dwight
Pontiac
Chatsworth
Fairbury
Chenoa
Lexington
Toluca
Milford

# 36 — 8/31/65

NET PRICES — METROPOLITAN CHICAGO — NORTH

STORE SERVICE SIX

3393

	SCHEDULE I DIRECT COST FOB CHICAGO AREA PLANT	MARKUP *	NET PRICE AT CHICAGO AREA PLANT	VA SA
S. HOMO. V.D.	.1302	.0081	.1383	
GAL. HOMO. V.D. (GLASS)				
GAL. HOMO. V.D. (FIBER)	.2390	.0119	.2509	
L. HOMO. V.D. -GLASS	.4402	.0252	.4654	
AL. HOMO. V.D. -FIBER	.4878	.0141	.5019	
S. BOW-CAL				
. SOURED HALF & HALF	.2385	.0275	.2660	
. HALF & HALF	.2014	.0180	.2194	
S. RICH CREAM				
. RICH CREAM				
PT. RICH CREAM				
S. WHIP CREAM				
PT. WHIP CREAM	.2083	.0180	.2263	
UICK-WHIP DISPENSER	.2742	.0353	.3095	
DDI WHIP DISPENSER-	.4075	.0178	.4253	
OCTOM ELFIID - PTS.	.1445	.0109	.1554	
S. SOUR CREAM	.3001	.0375	.3376	
2 PTS. SOUR CREAM /	.1486	.0250	.1736	
2 GAL. BUTTERMILK	.2259	.0250	.2509	
S. BUTTERMILK	.1003	.0156	.1159	
S. DARI-RICH /	.1617	.0150	.1767	
2 PTS. DARI-RICH CARRY PACK				
2 PTS. CHOCOLATE SHAKE	.0591	.0095	.0686	
2 GAL. STA-FIT skim	.2131	.0250	.2381	
T. STA-FIT / Skim	.1163	.0156	.1319	
2 GAL. 2%	.2106	.0211	.2317	
GURT (Plain & Strawberry)	.1425	.0006	.1431	
NACK DIP - 8oz.	.2458	.0045	.2503	

CLASS I PRICE - 4.32 per CWT.

* Overhead & profit (approx 6%)

EXHIBIT A

I

WESTERN AND NORTH CENTRAL ILLINOIS

DAYS WEEKLY

DIRECT NING COST TO LES AREA	Direct Cost of delivery per point	COMMISSION	NET DELIVERED PRICE SIX DAY RT.
.0025	.0206	.0082	.1696
.0051	.0412	.0164	.3136
.0146	.0824	.0328	.5152
.0101	.0824	.0328	.6272
.0028	.0206	.0082	.2976
.0014	.0206	.0082	.2476
.0009	.0206	.0082	.2510
.0009	.0206	.0082	.3312
.0009	.0206	.0082	.4550
.0014	.0206	.0082	.1856
.0112	.0412	.0164	.4014
.0056	.0206	.0082	.2080
.0051	.0412	.0164	.3136
.0025	.0206	.0082	.1472
.0025	.0206	.0082	.2080
.0009	.0052	.0021	.0168
.0051	.0412	.0164	.3008
.0025	.0206	.0082	.1632
.0051	.0412	.0164	.2944
.0009	.0206	.0082	.1728
.0009	.0206	.0082	.2500

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h

3394

STANDARD DIRECT PRODUCT COSTS -

	RAW MERCHANDISE COST FOB CHICAGO PLAN	BOTTLING PLANT LABOR AND EXPENSE
QTS. HOMO. V.D.	.0986	.0154
1/2 GAL. HOMO. V.D. (GLASS)		
1/2 GAL. HOMO. V.D. (FIBER)	.1971	.0129
GAL. HOMO. V.D. - GLASS	.3942	.0279
GAL HOMO V.D - FIBER	.3942	.0321
QTS. LOW-CAL		
PTS. SOURED HALF & HALF	.1202	.0690
PTS. HALF & HALF	.1201	.0698
QTS. RICH CREAM		
PTS. RICH CREAM		
1/2 PT. RICH CREAM		
QTS. WHIP CREAM		
1/2 PT. WHIP CREAM	.1489	.0505
"QUICK-WHIP" DISPENSER	.2717	.0025
"REDDI WIP" DISPENSER	.4050	.0025
BOSTON BLEND PINTS	.1420	.0025
PTS. SOUR CREAM	.1666	.0904
1/2 PTS. SOUR CREAM	.0833	.0805
1/2 GAL. BUTTERMILK	.1301	.0668
QTS. BUTTERMILK	.0651	.0190
QTS. DARI-RICH	.1043	.0412
1/2 PTS. DARI-RICH CARRY PACK		
1/2 PTS. CHOCOLATE SHAKE	.0403	.0089
1/2 GAL. STA-FIT	.1312	.0529
QT. STA-FIT	.0656	.0345
1/2 GAL. 2%	.1672	.0144
YOGURT (Plain & Strawberry)	.1400	.0025
SNACK DIP - 8 OZ	.2433	.0025

CLASS II PRICE - 4.32 per CW

CHAIN STORE For Billing Purposes Only

SCHEDULE 1

J

S – CHICAGO PLANTS

R	CONTAINERS	TOTAL DIRECT COSTS FOB CHICAGO PLANT
	.0162	.1302
	.0290	.2390
	.0181	.4102
	.0615	.4878
	.0493	.2385
	.0115	.2014
	–	
	–	
	–	
	–	
	.0089	.2083
	–	.2742
	–	.4075
	–	.1445
	.0431	.3001
	.0348	.1486
	.0290	.2259
	.0162	.1003
	.0162	.1617
	.0099	.0591
	.0290	.2131
	.0162	.1163
	.0290	.2106
	–	.4425
	–	.2458

ONT.

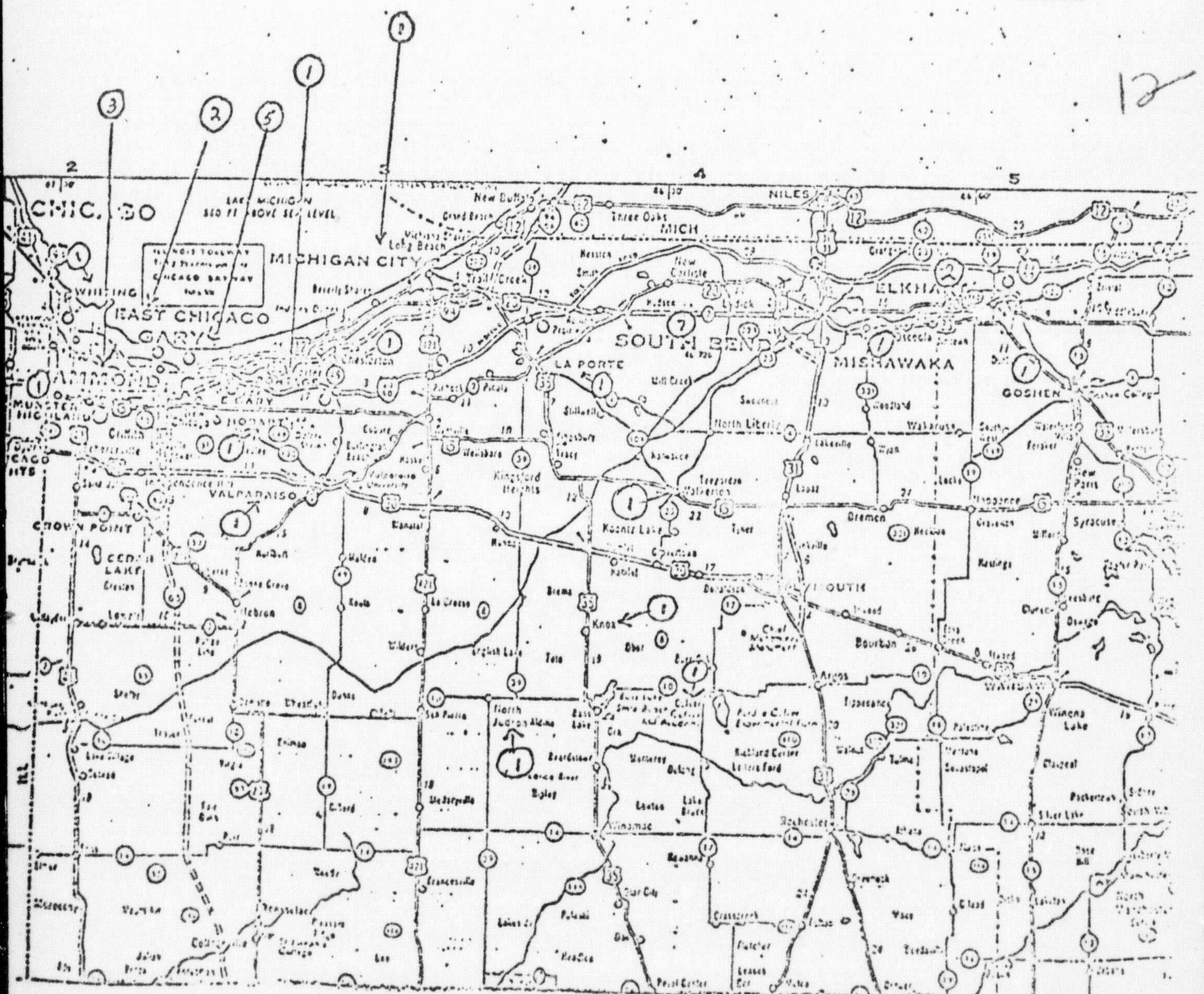
AREA MAP B

3395

K

INDIANA STORES

WEST		EAST	
Whiting	1	North Judson	1
Hammond	3	La Porte	1
Munster	1	Walkerton	1
E. Chicago	2	Knox	1
Gary	6	South Bend	8
Michigan City	1	Culver	1
Portage	1	Mishawaka	1
Hobart	1	Elkhart	2
Valparaiso	1	Goshen	1
Chesterton	1		
	18		17



CHICAGO
LAKE MICHIGAN
580 FT ABOVE SEA LEVEL
MICHIGAN CITY
WHITING
EAST CHICAGO
GARY
HAMMOND
MUNSTER
HOBART
VALPARAISO
CROWN POINT
CEDAR LAKE
CHESTERTON
LA PORTE
NILES
MICH
SOUTH BEND
MISHAWAKA
ELKHART
GOSHEN
WARSAW
KNOX
North Liberty
Walkerton
North Judson
Culver
Rochester
2
3
4
5

12

12

2 MILLION QUARTS TO THE INCH

NET PRICES-IN

STORE SERVICE THR

3396

	SCHEDULE 1 DIRECT COST FOB CHICAGO AREA PLANT	MARKUP	NET PRICE AT CHICAGO AREA PLANT
QTS. HOMO. V.D.	.1302	.0081	.1383
1/2 GAL. HOMO. V.D. (GLASS)			
1/2 GAL. HOMO. V.D. (FIBER)	.2390	.0119	.2509
GAL. HOMO. V.D. — GLASS	.4402	.0252	.4654
GAL. HOMO. V.D.- FIBER	.4838	.0181	.5019
QTS. LOW-CAL			
PTS. SOURED HALF & HALF	.2385	.0275	.2660
PTS. HALF & HALF	.2014	.0180	.2194
QTS. RICH CREAM			
PTS. RICH CREAM			
1/2 PT. RICH CREAM			
QTS. WHIP CREAM			
1/2 PT. WHIP CREAM	.2083	.0180	.2263
"QUICK-WHIP" DISPENSER	.2742	.0353	.3095
"COOL WHIP" DISPENSER	.4075	.0178	.4253
Boston Blend — Pts	.1445	.0109	.1554
PTS. SOUR CREAM	.3001	.0375	.3376
1/2 PTS. SOUR CREAM	.1486	.0250	.1736
1/2 GAL. BUTTERMILK	.2259	.0250	.2509
QTS. BUTTERMILK	.1003	.0156	.1159
QTS. DARI-RICH	.1617	.0150	.1767
1/2 PTS. DARI-RICH CARRY PACK			
1/2 PTS. CHOCOLATE SHAKE	.0591	.0095	.0686
1/2 GAL. STA-FIT	.3131	.0250	.3381
QT. STA-FIT	.1163	.0156	.1319
1/2 GAL. 2%	.2106	.0211	.2317
YOGURT (Plain & Strawberry)	.1425	.0006	.1431
SNACK DIP - 8 oz.	.2458	.0045	.2503

CLASS I PRICE — 4.32 per CWT.

DIANA AREA

EE DAYS WEEKLY

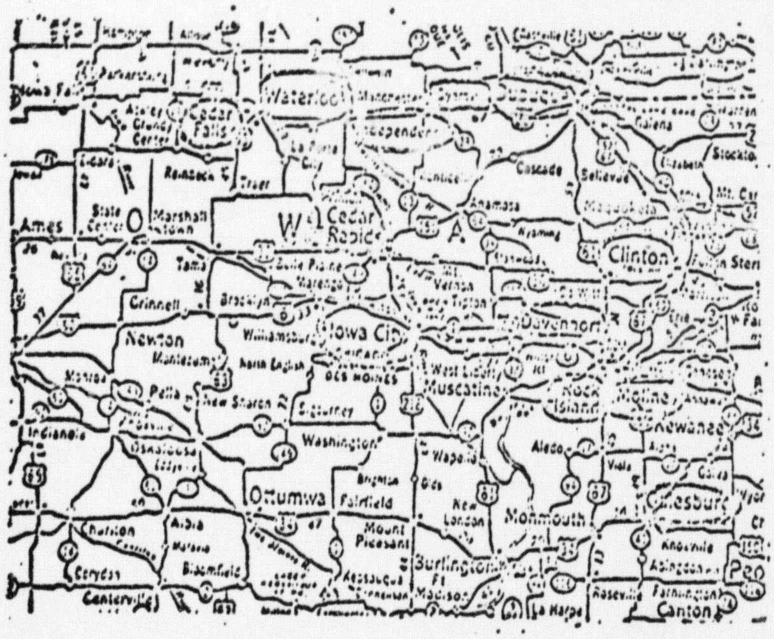
DIRECT VANNING COST TO SALES AREA	Direct Cost of delivery per point	Commission	NET DELIVERED PRICE-THREE DAYS WEEKLY
.0055	.0134	.0052	.1624
.0112	.0268	.0134	.2993
.0321	.0536	.0208	.5719
.0321	.0536	.0208	.5984
.0061	.0134	.0052	.2907
.0061	.0134	.0052	.2441
.0020	.0134	.0052	[illegible]
.0020	.0134	.0052	.3301
.0020	.0134	.0052	.4459
.0031	.0134	.0052	.1771
.0183	.0268	.0104	.3831
.0117	.0134	.0052	.2039
.0112	.0268	.0104	.2988
.0055	.0134	.0052	.1499
.0055	.0134	.0052	.2008
.0020	.0034	.0013	.0753
.0112	.0268	.0104	.2265
.0055	.0134	.0052	.1560
.0112	.0268	.0104	.2801
.0020	.0134	.0052	.1637
.0020	.0134	.0052	.2709

AREA MAP E

3397

STORES IN IOWA REGION

Independence	1
Dyersville	1
Cedar Rapids	1
Clinton	1
Davenport	2
Dubuque	2
Moline, Ill.	2
Waterloo	2
Cedar Falls	1
Savanna, Ill.	1
Rock Island, Ill.	1
Iowa City	1
Geneseo, Ill.	1
Galesburg	2
Total	21


Waterloo
Cedar Falls
Independence
Dubuque
Galena
Cedar Rapids
Clinton
Ames
Marshalltown
Tama
Grinnell
Newton
Iowa City
Davenport
Muscatine
Rock Island
Moline
Kewanee
Washington
Ottumwa
Fairfield
Mount Pleasant
Burlington
Monmouth
Galesburg
Canton
Centerville
Maquoketa
Cascade
Pella

14.

Last Column represents quotes
on A&P

Diff of approx $3,000.– private
label & A&P

Admin & other Div passing

36 – 36 – 9/23/65

3399

IOWA AREA –

	LIST PRICE	
	COMPANY. BRAND	PRIVATE LABEL
QTS. HOMO. V.D.	.25	.2425
1/2 GAL. HOMO. V.D. (GLASS)		
1/2 GAL. HOMO. V.D. (FIBER)	.45	.4350
GAL. HOMO. V.D. – GLASS	.80	
GAL. HOMO. V.D. – FIBER	.90	.87
QTS. BOW-CAL		
PTS. SOURED HALF & HALF	.44	
PTS. HALF & HALF	.35	
QTS. RICH CREAM		
PTS. RICH CREAM		
1/2 PT. RICH CREAM		
QTS. WHIP CREAM		
1/2 PT. WHIP CREAM	.40	.39
"QUICK-WHIP" DISPENSER		
"REDDI WIP" DISPENSER		
GALS 2% – FIBER	.84	.81
PTS. SOUR CREAM	.55	
1/2 PTS. SOUR CREAM	.31	
1/2 GAL. BUTTERMILK		.445
QTS. BUTTERMILK	.255	.2475
QTS. DARI-RICH WHOLE MILK	.285	.2775
1/2 PTS. DARI-RICH CARRY PACK		
1/2 PTS. CHOCOLATE SHAKE		
1/2 GAL. STA-FIT	.395	.38
QT. STA-FIT	.23	.225
1/2 GAL. 2%	.42	.405
YOGURT (Plain & Strawberry)	.255	
SNACK DIP 8 OZ.		
~~QTS. EGG NOG~~ ½ GAL FRUIT DR	.37	

Milk Order Price 4.27 per

Super Pool .10

9/

EXHIBIT C-1

3 DAY DELIVERY

	NET PRICE		
	COMPANY BRAND	PRIVATE LABEL	
	.1850	.1795	.1624
	.3330	.3219	.2993
	.5920		.5719
	.6660	.6438	.5984
	.3256		.2907
	.2590		.2441
	.2960	.2886	.2469
	.6216	.5994	.5544
	.4070		.3931
	.2294		.2039
		.3293	.2993
	.1887	.1832	.1400
	.2109	.2054	1881
		.0768	.0753
	.2923	.2812	.2865
	.1702	.1665	.1560
	.3108	.2997	.2301
	.1887	.1728	.1637
		.28	.2709
	.2738		.2442

ENT

BOWMAN DAIRY COMPANY PRICES ON FIL

3400

	LIST PRICE	
	COMPANY BRAND	PRIVATE LABEL
QTS. HOMO. V.D.	.25	.2425
1/2 GAL. HOMO. V.D. (GLASS)		
1/2 GAL. HOMO. V.D. (FIBER)	.45	.4350
GAL. HOMO. V.D. – GLASS	.80	
GAL. HOMO V.D. – FIBER	.90	.87
QTS. BOW-CAL		
PTS. SOURED HALF & HALF	.44	
PTS. HALF & HALF	.35	
QTS. RICH CREAM		
PTS. RICH CREAM		
1/2 PT. RICH CREAM		
QTS. WHIP CREAM		
1/2 PT. WHIP CREAM	.40	.39
"QUICK-WHIP" DISPENSER		
"REDDI WIP" DISPENSER		
GALS 2% – FIBER	.84	.81
PTS. SOUR CREAM	.55	
1/2 PTS. SOUR CREAM	.31	
1/2 GAL. BUTTERMILK		.445
QTS. BUTTERMILK	.255	.2475
QTS. DARI-RICH – WHOLE MILK	.285	.2775
1/2 PTS. DARI-RICH CARRY PACK		
1/2 PTS. CHOCOLATE SHAKE		
1/2 GAL. STA-FIT	.395	.38
QT. STA-FIT	.23	.225
1/2 GAL. 2%	.42	.405
YOGURT (Plain & Strawberry)	.255	
SNACK DIP		
~~C[illegible]~~, 1/2 GAL FRUIT DR	.37	
QTS. STRAWBERRY DRINK		
PKS. CREAM CÓTTAGE CHEESE – 8 OZ.		
PKGS. CREAM COTT. CHS. – 16 OZ.		
PKGS. CREAM COTT. CHS. – 32 OZ.		
PKGS. CHIVE COTT. CHS. – 16 OZ.		
PKGS. PINEAPPLE COTT. CHS. 16 OZ.		
PKGS. BAKERS COTT. CHS. – 16 OZ.		
SNACK DIP 8 OZ.		
1/2 GAL. FRUIT DRINKS		

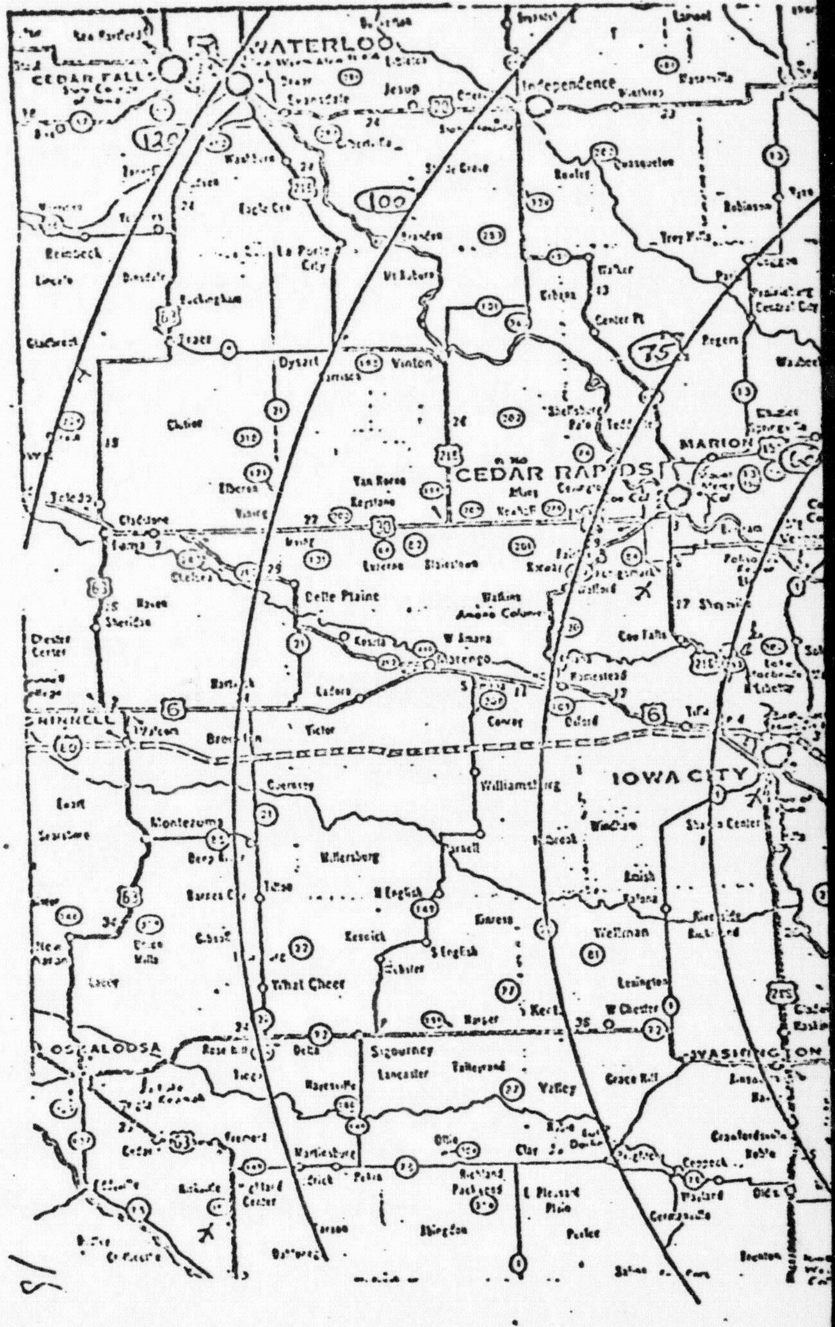
MILK ORDER PRICE 4.27 CWT

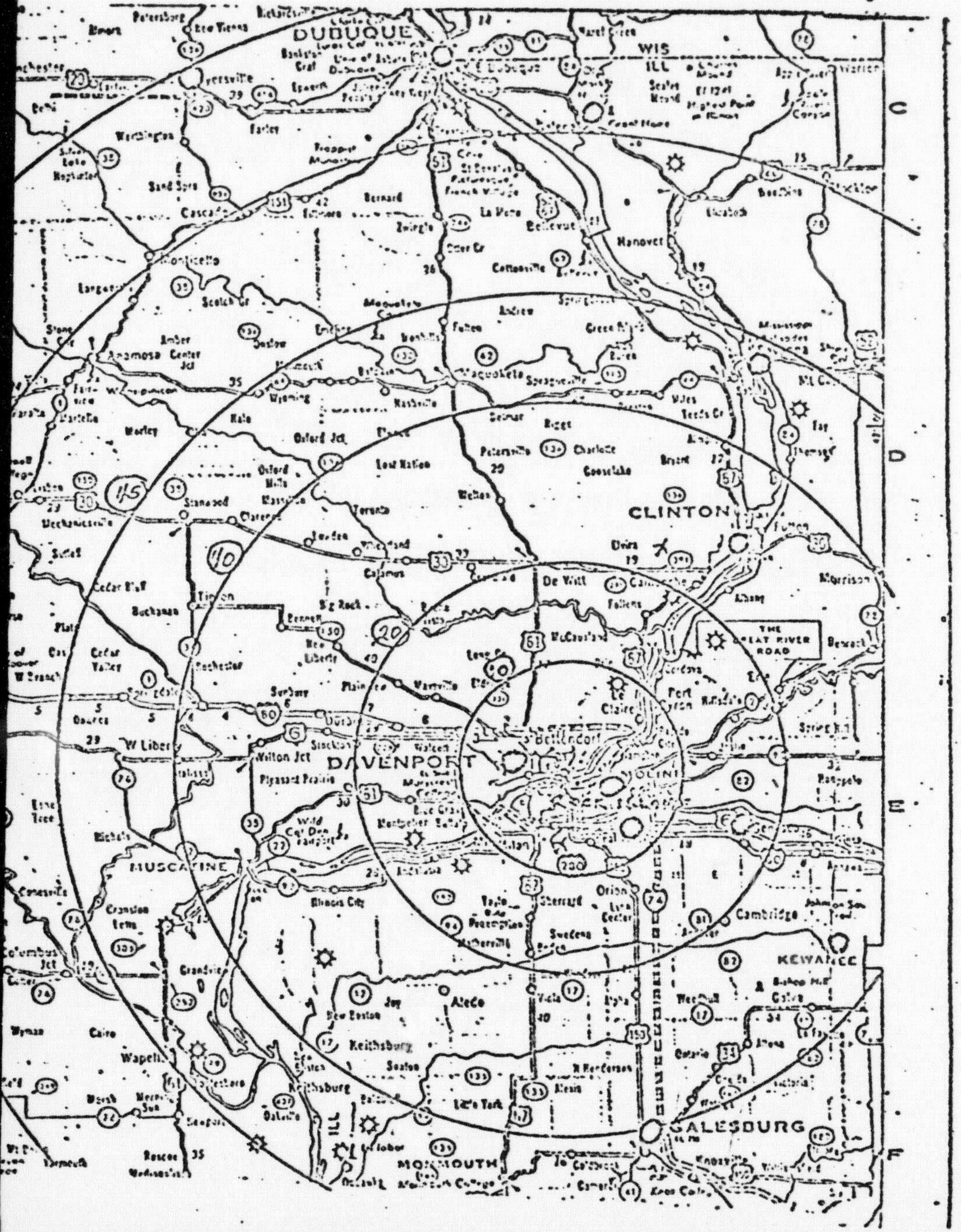
SUPER POOL .10

WITH THE IOWA MILK COMMISSION

	NET PRICE	
	COMPANY BRAND	PRIVATE LABEL
	.1850	.1745
	.3330	.3219
	.5920	
	.6660	.6473
	.3256	
	.2590	
	.2960	.2886
	.6216	.5994
	.4070	
	.3294	
		.3212
	.1887	.1823
	.3109	.2051
	.2928	.2817
	.1702	.1663
	.3108	.2997
	.1887	
	.2738	

3400


WATERLOO
CEDAR FALLS
Independence
Jesup
La Porte City
Vinton
Dysart
Center Pt
120
100
75
MARION
CEDAR RAPIDS
Belle Plaine
Amana Colonies
Marengo
GRINNELL
IOWA CITY
Montezuma
Williamsburg
Wellman
What Cheer
Sigourney
OSKALOOSA
WASHINGTON
Brooklyn
Victor
Keota
Kalona
Tama
Toledo
Hills


DUBUQUE
WIS
ILL
Dyersville
Monticello
Anamosa
Cascade
Bellevue
Hanover
Maquoketa
Savanna
CLINTON
THE GREAT RIVER ROAD
15
10
20
De Witt
Tipton
West Branch
West Liberty
Wilton Jct
Le Claire
Port Byron
Bettendorf
DAVENPORT
MOLINE
MUSCATINE
Wapello
Aledo
Keithsburg
Cambridge
KEWANEE
Galva
GALESBURG
MONMOUTH
Knoxville
C
D
E
F

3401

#36 — 8/31/6

3402

NET DELIVERED PRICES

	STANDARD LIST PRICE TO CHAIN STORE	NE
		ALL STORES
QTS. HOMO. V.D.	.265	.1696
1/2 GAL. HOMO. V.D. (GLASS)		
1/2 GAL. HOMO. V.D. (FIBER)	.49	.3136
GAL. HOMO. V.D. — GLASS	.93	.5952
GAL HOMO V.D. - FIBER	.98	.6272
QTS. BOW-CAL		
PTS. SOURED HALF & HALF	.465	.2976
PTS. HALF & HALF	.39	.2496
QTS. RICH CREAM		
PTS. RICH CREAM		
1/2 PT. RICH CREAM		
QTS. WHIP CREAM		
1/2 PT. WHIP CREAM	.40	.2560
"QUICK-WHIP" DISPENSER	.53	.3392
"REDDI WIP" DISPENSER X	.535	.4550
PTS BOSTON BLEND	.29	.1856
PTS. SOUR CREAM	635	.4064
1/2 PTS. SOUR CREAM	.325	.2080
1/2 GAL. BUTTERMILK	.49	.3136
QTS. BUTTERMILK	.23	.1472
QTS. DARI-RICH	.325	.2080
1/2 PTS. DARI-RICH CARRY PACK		
1/2 PTS. CHOCOLATE SHAKE	.12	.0768
1/2 GAL. STA-FIT	.47	.3008
QT. STA-FIT	.255	.1632
1/2 GAL. 2%	.46	.2944
YOGURT (Plain & Strawberry)	27	.1728
SNACK DIP - 8 OZ X	.40	.2800

CLASS I PRICE — 4.32

1/1

PRICES	
70% OF F STORES	50% OF STORES
.1742	.1749
.3222	.3234
.6115	.6138
.6444	.6468
.3057	.3069
.2564	.2574
.2630	.2640
.3485	.3498
.4550	.4550
.1907	.1914
.4175	.4191
.2137	.2145
.3222	.3234
.1512	.1518
.2137	.2145
.0789	.0792
.3090	.3102
.1677	.1683
.3025	.3036
.1775	.1782
.2800	.2800

per CWT

3403

M 54

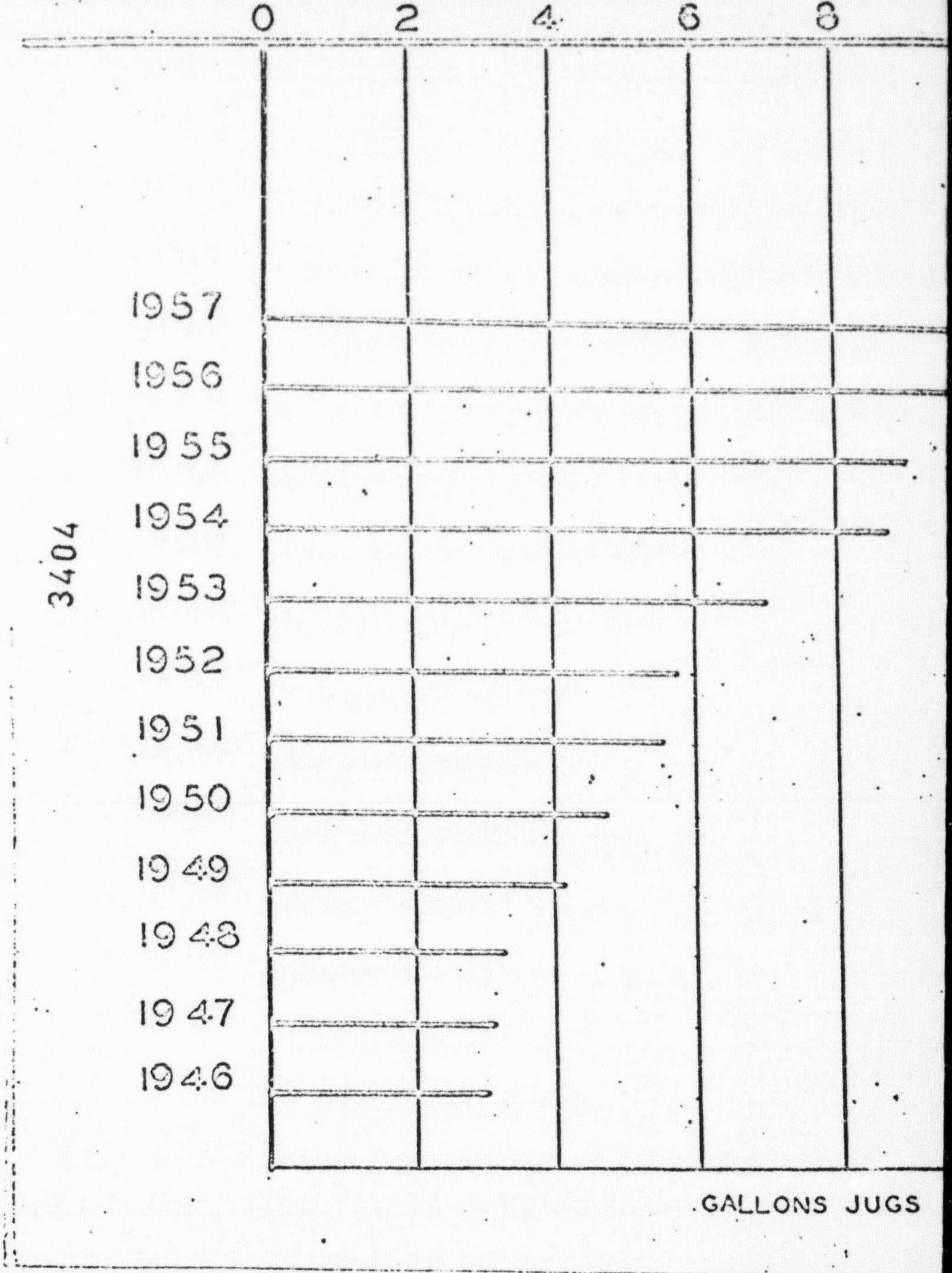
BOWMAN DAIRY COMPANY

Chicago
Chain Stores

CHAIN STORE PRICE LIST EFFECTIVE [illegible] 23, 1965 Price List Number [illegible]

ITEMS			CHAIN STORE Wholesale		For Billing Purposes Only Retail		
Qts. Homo V.D.			[illegible]		[illegible]		
1/2 Gal. Homo V.D.	(Glass)		[illegible]		[illegible]		
1/2 Gal. Homo V.D.	(Fiber)		[illegible]		[illegible]		
Gal. Homo V.D.	(Glass)		[illegible]		[illegible]		
Gal. Homo V.D.	(Fiber)		[illegible]		[illegible]		
Pts. Sour Half & Half			[illegible]		[illegible]		
Pts. Half & Half			[illegible]		[illegible]		
Pts. Rich Cream			64		[illegible]		
1/2 Pts. Rich Cream			[illegible]		[illegible]		
1/2 Pts. Whipping Cream			40		[illegible]		
[illegible]			[illegible]		[illegible]		
"Quick-Whip" Dispenser			[illegible]		[illegible]		
"Reddi-Wip" Dispenser			[illegible]		[illegible]		
"Top-Wip" Dispenser			[illegible]		[illegible]		
Pts. Sour Cream			[illegible]		[illegible]		
1/2 Pts. Sour Cream			[illegible]		[illegible]		
1/2 Gal. Buttermilk			[illegible]		[illegible]		
Qts. Buttermilk		[illegible]	[illegible]	[illegible]	[illegible]		
Qts. Choc. Drink			[illegible]		[illegible]		
1/2 Pts. Choc. Shake			[illegible]		[illegible]		
1/2 Gal. Sta-Fit			[illegible]		[illegible]		
Qts. Sta-Fit			[illegible]		[illegible]		
1/2 Gal. 2%			[illegible]		[illegible]		
Yogurt (Plain)			[illegible]		[illegible]		
Yogurt (Strawberry)			[illegible]		[illegible]		
Qts. Egg Nog	(Glass)						
Qts. Egg Nog	(Fiber)						
Egg Nog Mix 8 oz							
1/2 Gal. Fruit Drink							
Qts. Orange Drink							
Pkg. Cream Cottage Cheese	8 oz.		[illegible]		[illegible]		
Pkg. " " "	16 oz.		[illegible]		[illegible]		
Pkg. Chive " "	16 oz.		[illegible]		[illegible]		
Pkg. Pineapple " "	16 oz.		[illegible]		[illegible]		
Pkg. Bakers " "	16 oz.		[illegible]		[illegible]		
Pkg. Cream " "	32 oz.		[illegible]		[illegible]		
Thermo Mugs							
Snack Dip			[illegible]		[illegible]		

Items Having Price Change Since Last Notification Are Marked "X"


0
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1957
1956
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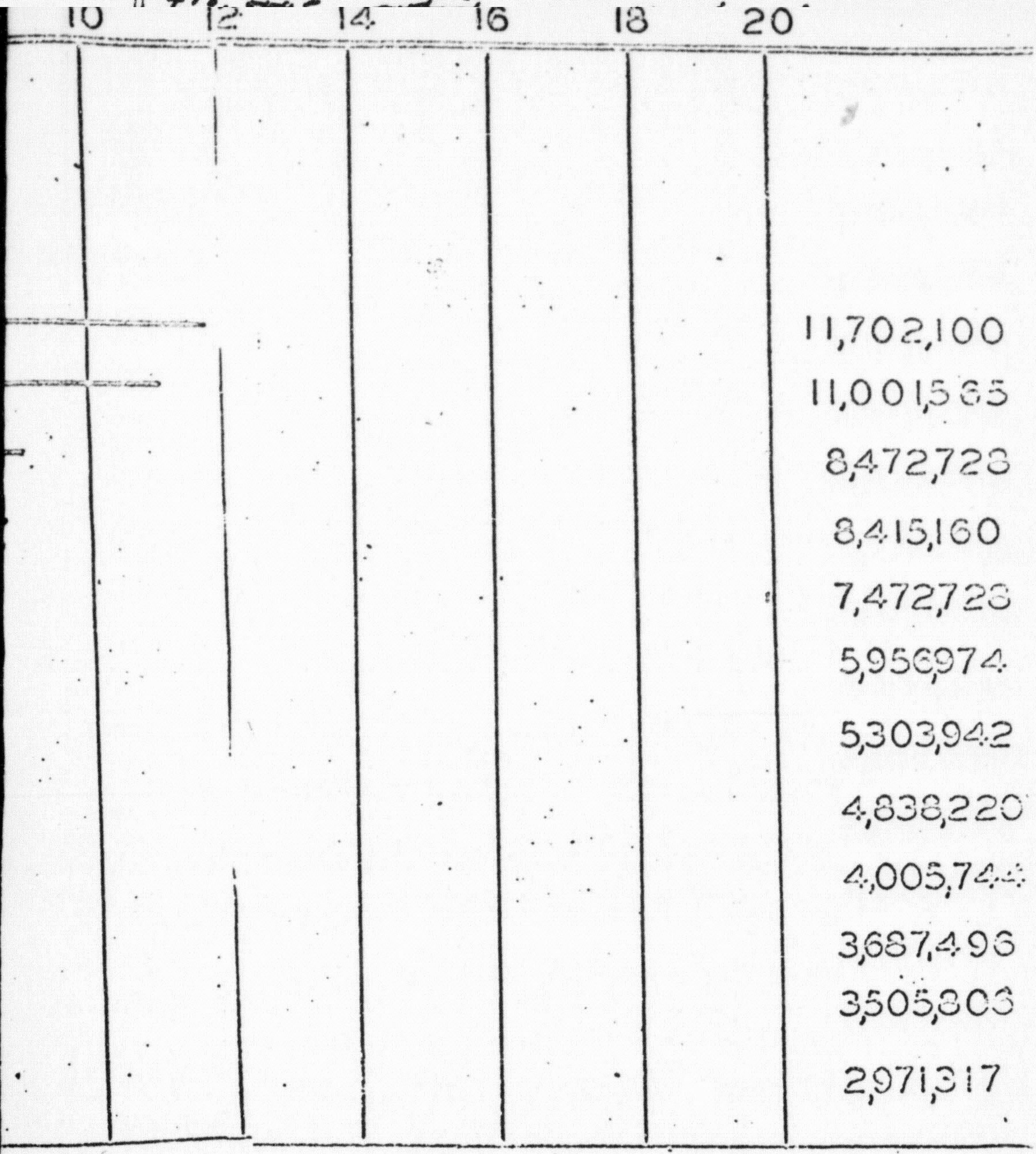
1948
1947
1946
3404
GALLONS JUGS



GS & ½ GALLONS CONVERTED TO QUARTS

TOTAL UNI

FOR 13 PERIOD OR 52

YEAR	MILK	CREAM
1957	11,702,100	3,510,298
1956	11,001,565	3,608,192
1955	8,940,443	3,103,356
1954	8,415,160	2,734,004
1953	7,472,728	2,435,627
1952	5,956,974	2,143,939
1951	5,303,942	2,104,218
1950	4,838,220	2,132,793
1949	4,005,744	1,952,051
1948	3,687,496	1,905,284
1947	3,505,806	1,830,276
1946	2,971,317	1,528,855

3405

S SOLD

WEEKS

Acorn Rich [illegible]
brought from Bowman
Feb 8/00

BUTTERMILK	TOTAL	COTTAGE CHEESE
654,201	15,866,599	6,228,824
540,657	15,150,414	6,316,580
455,527	12,499,326	5,911,71
384,176	11,533,340	5,430,932
349,329	10,257,695	4,725,240
321,727	8,422,640	4,192,391
322,743	7,730,903	3,856,381
196,479	7,167,492	3,867,012
173,349	6,131,144	3,582,106
138,427	5,731,207	3,230,242
140,162	5,476,244	2,086,226
119,340	4,619,512	2,496,078

3405

3405-[illegible]

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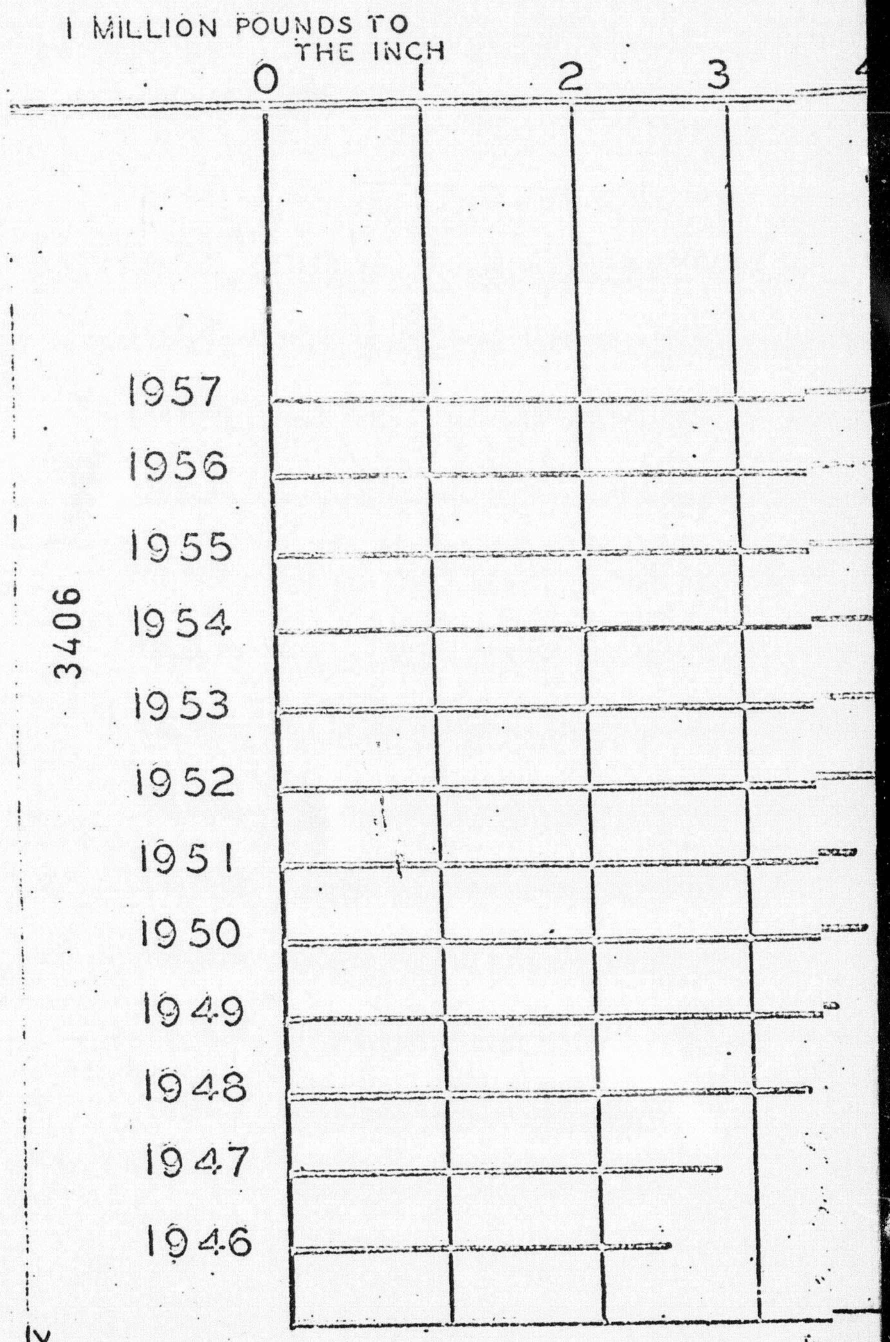
I MILLION POUNDS TO THE INCH
0
1
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1957
1956
1955
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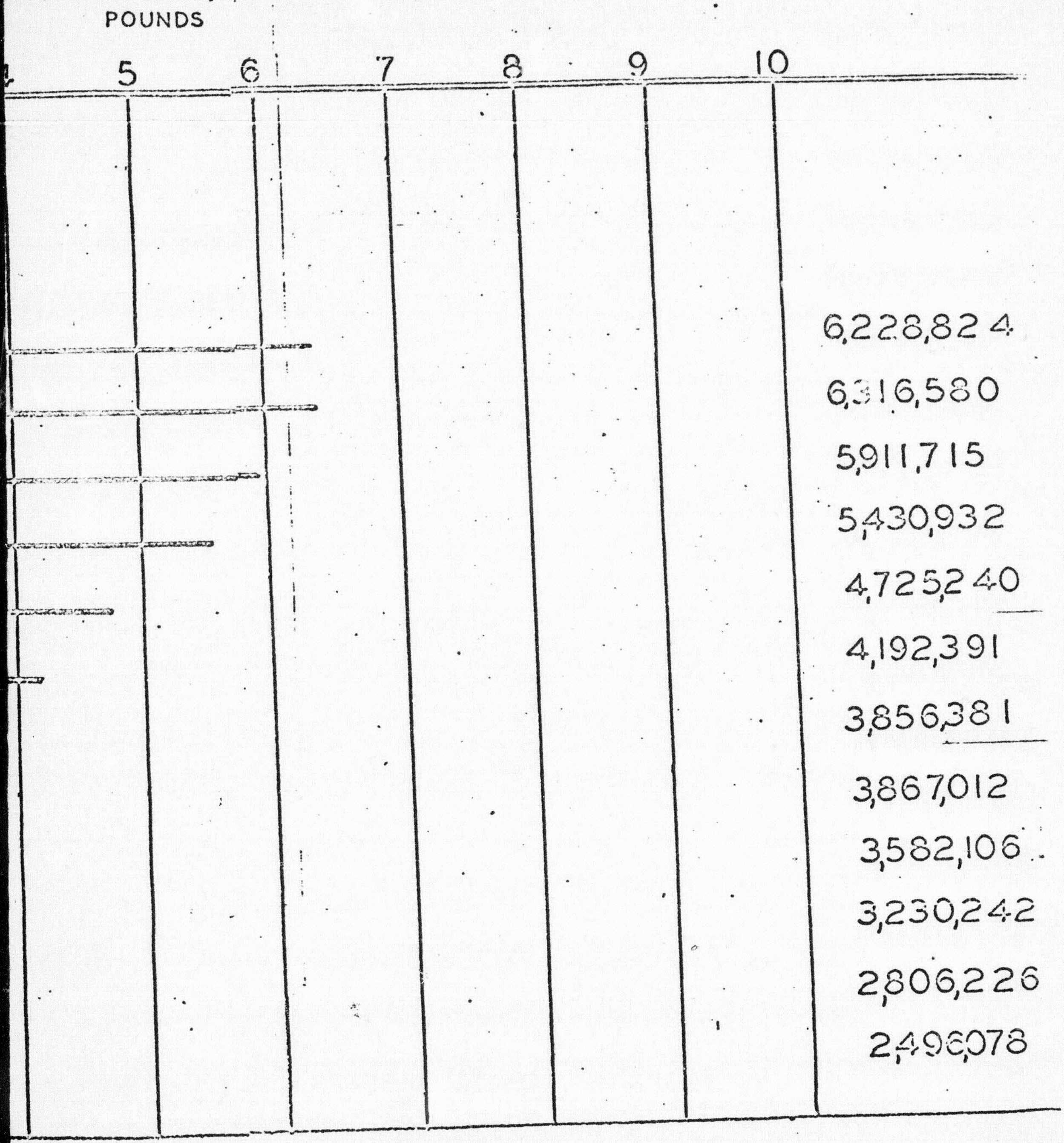
1947
1946

3406

IX


POUNDS
4
5
6
7
8
9
10
6,228,824
6,316,580
5,911,715
5,430,932
4,725,240
4,192,391
3,856,381
3,867,012
3,582,106
3,230,242
2,806,226
2,496,078

DEAN MILK COMPANY
3600 RIVER ROAD
FRANKLIN PARK, ILLINOIS

3407

TELEPHONES
FRANKLIN PARK 678-1680
NATIONAL 5-6200

August 27, 1965

Mr. E. R. Schmidt
The Great A & P Tea Co.
2622 N. Pulaski
Chicago, Ill. 60639

Dear Mr. Schmidt:

After my visit with you a few weeks ago I gave considerable thought to what geographic area the Dean Foods Company - Fluid Milk Division, could be of greatest service to your unit. I have concluded that Northern Indiana could very well be that area. Our position there is well established, our brand acceptance very strong and we are able to offer "Full Service" as well as "Limited Service" to all locations.

Attached is a current schedule of prices that are based on current market conditions. Also attached is a reduced schedule of prices, also based on current market conditions, that we feel we can get to should we receive a substantial increase in sales. Perhaps, by introducing the Dean and/or A & P Brands, this would be a good test area to see if sales can be increased. We would welcome the opportunity of working with you.

I will be out of town the next two weeks but will arrange an appointment with you upon my return. In the mean time after you have studied the attached price schedules and have had an opportunity to secure recommendation from your personnel in Northern Indiana, I hope you will feel as enthused as I am about this proposal.

Very truly yours,

DEAN MILK COMPANY

T. T. Thompson
Manager Fluid Milk Sales

TTT/hb

CX 51

3408

CURRENT
8/26/65

Effective , the prices below will apply on
Dean's Milk Products delivered to your stores located at:

NORTHERN INDIANA

① Three day trailer drop delivery, no returns except for damaged, etc.

② Six day delivery - full service and full guarantee for outdated product.

		① 3 DAY NET PRICES:	② 6 DAY NET PRICES:
Dean's Homogenized Milk (Glass)	Gallons	.617 + .15 dep.	.692 + .15 dep
Dean's Homogenized Milk (Paper)	Gallons	.643	.730
" " VIM	Gallons	.594	.660
Dean's Homogenized Milk	½ Gals.	.326	.365
Dean's Homogenized Milk	Quarts	.172	.189
Dean's Homogenized Milk	Pints		
Dean's Homogenized Milk	⅓ Quarts		
Dean's Homogenized Milk	½ Pints		
Dean's Vim	½ Gals.	.297	.335
Dean's ~~Vim~~-Chocolate	½ Gals.	.307	.335
Dean's Skim	½ Gals.	.287	.315
Dean's Skim	Quarts	.155	.176
Dean's Chocolate	Quarts	.229	.240
Dean's Chocolate	Pints		
Dean's Chocolate	⅓ Quarts		
Dean's Chocolate	½ Pints		
Dean's Ready Shake	½ Pints	.092	.096
Dean's Buttermilk	½ Gals.	.322	.346
Dean's Buttermilk	Quarts	.170	.189
Dean's Egg Nog	Quarts	.399	.426
Dean's Half & Half	Quarts	.460	.531
Dean's Half & Half	Pints	.237	.273
Dean's Whipping Cream	½ Pints	.270	.308
Dean's Sour Cream	8 oz. Ctn.	.229	.249
Dean's Sour Cream	16 oz. Ctn.	.431	.475
Dean's Sour Half & Half	16 oz. Ctn.	.332	.362
Super Whip	8 oz.	.392	.435
Yogurt	8 oz.	.182	.191
Dean's Dip & Dressing	8 oz.	.260	.286
Dean's Cottage Cheese	8 oz. Ctn.	.139	.161
Dean's Cottage Cheese	1 lb. Ctn.	.226	.250
Dean's Cottage Cheese			
" Flavor Charm	Pint	.195	.195
Dean's Cottage Cheese	2 lb. Ctn.	.412	.425
" Breakfast Orange ½ Gal. Glass, No Deposit		.520	.520
" 10% Fruit Drinks (4 flavors) ½ Gal. Ctn.		.272	.272

DEAN MILK COMPANY
Franklin Park, Illinois

DMCO FORM M76 3M 1/65 D

135 3409

PROPOSAL
8/25/65

Effective , the prices below will apply on
Dean's Milk Products delivered to your stores located at:
NORTHERN INDIANA

1. Three drop deliveried each week with full credit for any faulty merchandise but no credit for any product which becomes outdated while in the store.

2. All prices on finished products are based on price of raw milk, packaging and distribution cost. Any changes in these factors could change the cost of the finished product.

		A & P Label	Dean Label
Dean's Homogenized Milk (Glass) + dep.	Gallons		.585
Dean's Homogenized Milk (Paper)	Gallons	.605	.621
Dean's Homogenized Milk	½ Gals.	.305	.313
Dean's Homogenized Milk	Quarts	.165	.169
Dean's Homogenized Milk	Pints		
Dean's Homogenized Milk	⅓ Quarts		
Dean's Homogenized Milk	½ Pints		
Dean's Vim	½ Gals.	.270	.278
Dean's ~~XXX~~-Chocolate Skim	½ Gals.	.310	.318
Dean's Skim	½ Gals.	.250	.258
Dean's Skim	Quarts	.135	.139
Dean's Chocolate	Quarts	.178	.182
Dean's Chocolate	Pints		
Dean's Chocolate	⅓ Quarts		
Dean's Chocolate	½ Pints		
Dean's Ready Shake	½ Pints		
Dean's Buttermilk	½ Gals.	.310	.318
Dean's Buttermilk	Quarts	.170	.174
Dean's Egg Nog	Quarts		
Dean's Half & Half	Quarts	.389	.397
Dean's Half & Half	Pints	.200	.204
Dean's Whipping Cream	½ Pints	.240	.244
Dean's Sour Cream	8 oz. Ctn.	.217	.221
Dean's Sour Cream	16 oz. Ctn.	.398	.406
Dean's Sour Half & Half	16 oz. Ctn.		
Super Whir	8 oz.		
Yogurt	8 oz.		
Dean's Dip & Dressing	8 oz.	.232	.236
Dean's Cottage Cheese	8 oz. Ctn.		
Dean's Cottage Cheese	1 lb. Ctn.	.217	.221
Dean's Cottage Cheese			
Dean's Cottage Cheese	2 lb. Ctn.	.398	.406

DEAN MILK COMPANY
Franklin Park, Illinois

DMCO FORM M76 3M 1/65 D

3410 CX1D53A

5:10 p.m.

R.R.M.
9/1/65
Phone call to

Farr just back
Schmidt

2 other quotes

Bowman } both substantially
Nanzer } below Bordens.

No help from A&P on these comp. quo

Spec ~~[illegible]~~ promotion we do — if cost $5000.00 would not come close.

If spread eliminated our cost would be $90000.

We are getting other bid
"Go back and figure out what the acct is worth to you"

53B

3411

139

Can wait until after labor day

9/4/65

Re: A.P. Private Label
Development of Estimating Cost Data
and Comparisons of Unit
Costs With Bid Quotations

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CXID 54:B

3413

1050

(1) Cost of Class I Milk - F.O.B. City - July 1965

Cost Per Cwt. - Class I Milk F.O.B. Plants (July)	$ 4.4238
Add:	
Shrinkage	.0447
Hauling to City Distribution Points	.3529
Total Cost of Milk - F.O.B. City	$ 4.8214

(2) Cost of Raw Product etc.

	Homo Paper Gals	Homo Paper ½ Gal	Homo Paper Qts	2% ½ Gal Paper	Fort. Skim ½ Gal	Fort. Skim Paper Qts
Test	3.4	3.4	3.4	2.075	.75076	.75076
Weight B.F.				.07923	.03228	.01614
" Skim				4.22077	4.26772	2.13386
Total Pounds	8.60	4.30	2.15	4.30000	4.30000	2.15000
Cost of B.F.				.065123	.023559	.011779
" Skim				.083521	.084650	.042325
Totals Raw Product Cost	.375185	.187593	.093546	.148644	.108209	.054104
Add: Hauling to City	.030349	.015175	.007587	.015175	.015175	.007527
Ingredient Cost	.000110	.000060	.000030	.017060	.006500	.008250
Total Cost of Product F.O.B. City	.408859	.202825	.101163	.180877	.129884	.069941
Add: Other Costs						
Container Cost	.063330	.030170	.017840	.030170	.030170	.017340
Production Expense	.047140	.022090	.014610	.022760	.022600	.016130
Dealer Loading	.009170	.004560	.002250	.004560	.004560	.002130
Truck Loading	.020400	.010200	.005100	.011200	.010200	.005100
Delivery, Man & ...	.076600	.038300	.019150	.038300	.038300	.019150
" Truck	.019600	.007500	.004900	.009500	.009500	.004100
Total Direct Cost	.644844	.319445	.165043	.196169	.155514	.135341
Private Label Quote	.686000	.343000	.184500	.222000	.220000	.160000
Difference	.041156	.023555	.019457	.025831	.064486	.024659
Weekly Quantity	13,501	101,450	40,668	11,892	9,426	7,239
Value of Difference	$ 555.57	2,390.06	791.28	307.18	607.85	157.36
Increment Cost Elements Not Included Above						
Branch Clearing			.0010			
Overhead & Burden Cost Elements Not Included Above						
Local Advertising			.0011			
National Advertising			.0035			
Credit & Collection			.0004			
Delivery Supervisional Salary			.0008			
Other Delivery Costs			.0020			
Indirect " "			.0026			
Merchandising Expense			.0010			
Administrative Expense (Branch & District)			.0021			
Other Income & Deductions			.0006			
Total	.0564	.0282	.0141			

Borden Company
Central Farming
: Re: A.P. Changes Column

9/1/65

54B

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Cost Per Cent Homo Milk 4.5|14 − 3529 = 4.1|55 − .071 = 439|75 (34?)
Cost Per Cent Skim 44.635 − 2.450 = 1.9|835
(35 × .07)
Cost Per Lb. B.F. 93.5 × .071 = .6515 + .4635 = .79835

Half-Half Ga. PSS		Chocolate Milk Ga. 3M		Buttermilk Ga.		Buttermilk Ga.		Milk Cream		Homo Skim Gallons		2% Skim Gallons	
12 197	29	5 516	66	159	190	159	190	35 911	11				
297	32	27	33	065	41	134	20	137	55				
939	68	1 972	67	4 231	59	2 115	50	335	25				
1 067	00	2 000	00	4 300	00	2 150	00	500	0				
072	352	051	329	047	928	024	960	137	100				
015	638	035	220	053	733	041	967	006	650				
113	020	059	604	133	861	066	927	143	750	375	185	297	228
003	772	007	058	015	175	007	537	001	546	030	349	030	349
004	286	027	170	005	700	002	250			002	120	034	170
171	072	123	552	154	736	077	364	145	596	408	654	361	759
012	630	017	540	030	170	017	540	009	650	014	430	014	430
007	240	020	170	027	510	017	950	009	540	051	290	051	290
002	280	002	280	002	560	002	250	002	570	009	120	009	120
005	100	005	100	010	200	005	100	005	100	020	400	020	400
019	150	019	150	025	300	017	150	019	150	076	600	076	600
004	900	004	900	009	500	002	700	004	909	019	600	019	600
174	172	193	292	275	276	146	554	194	500	600	094	553	191
260	000	235	700	335	000	172	000	270	000				
055	825	045	404	059	774	022	416	072	494				
29	929	2	999	5	514	9	303	4	522	438	921 gals.		
2563	75	136	18	332	90	226	45	341	69	8490	27	per week	
										441	494.04	annually	

(25 lb. ?)

3413-A

CXID-55A

3414

3414

9/3/60

Memo - A.T.

Conference, am, with Pet - Milk - (Marks - Ferguson - Malone - Dugan)

Advising that Jones was meeting this morning with Elmer Schmidt. Instructed to say to Elmer that we are not sitting on our hands. If agreeable Ralph would call him and arrange for an appointment. Elmer had no objection, ok to wait a little while but again indicated that he was deeply dissatisfied

Ralph advised that Malone had developed some cost data in regard to the Chicago - Calumet volume and that on the basis of joint operation cost elements which we believe was the basis of competitor's bids the difference between the developed costs per unit and Borden's quotation amounted to $441,000 - annually gallons annually currently doubling the amounts computation start resulting from Borden's quotation which was about $410,000 - which would be the equivalent of about 1 cent a gallon (800,000 gallons x .01 = 8000.00 x 52 = $416,000) Thus it was indicated would bring the 1/2 gallon price to about .373 (down 2¢ from .393) Archer wondering what this would "do" to the Wisconsin price. Advance him that this expense we did not feel was a problem as the Wis. 1/2 gal price was 3.6

Archer indicated that he puts great an know more in the Bingham building. He discusses about 5 or 6 subjects and the closest he came to the Chicago matter was the replacement of Jo Allison by Dixon. Nowhere else was there any indication and Archer was convinced that Marshall Small did not know the situation in Chicago

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55B

Purtz indicated to Markle that what he has been able to do up to now is a very commendable feat. He was not aggressive what Borden and Wanzer did. Borden has lost a lot of business - Wanzer wants volume to build up plant volume. Now we are faced with people who want volume - if people want to figure on that basis - we have to be realistic - they should understand that such conditions can't last.

Archer considered it important that emphasis be placed on the fact that our costs are not in any way influenced by the home delivery business. Some of the people in New York seem to feel that home delivery business is being subsidized.

Referring to letter of availability, he assumes that the quotation by negotiation covers both the Chicago-Calumet area and the outside area.

Hope was expressed that the matter could be held over to about next Wednesday.

Markle called Bartels who stated that the matter should be handled with Elmer Schmidt and an appointment was made for Tuesday September 8th, 1965.

9/14/65

OMPANY
ISION
L - ZONE #4 (MISCELLANEOUS AREA)

55C

9/3/65

Memo - A&P

Conferences calls with Pentz-Archer - (Minkler, Fergerson, Malone, Dugan).

Advised that Tarr was meeting this morning with Elmer Schmidt. Instructed to say to Elmer that we are not sitting on our hands. If agreeable Ralph will call Ira and arrange for an appointment. Elmer had no objection. OK to wait a little while but again indicated that he was deeply shocked.

Ralph advised that Malone had developed basic cost data in regard to the Chicago-Calumet volume and that on the basis of just specific cost elements which we believe was the basis of competitor's bids the difference between the developed costs per unit and Borden's quotation amounted to $441,000 annually.

Ralph indicated that the present thinking considered doubling the results computed that resulted from Borden's quotation which was about $410,000 - which would be the equivalent of about 1 cent a point (800,000 points x .01 = 8000.00 x 52 - $416,000). This it was indicated would bring the 1/2 gallon price to about .323 (down 2¢ from .343)

55D

Archer wondered what this would do to the Wisconsin price. Advised him that this exposure we did not feel was a problem as the Wisc. 1/2 gal. price was .306.

Archer indicated that he just spent an hour over at the Graybar building. He discussed about 5 and 6 subjects and the closest he came to the Chicago matter was the replacement of Joe Altman by Dixon. Never once was there any indication and Archer was convinced that Herschel Smith did not know the situation in Chicago. Pentz indicated to Minkler that what he has been able to do up to now is a very commendable feat. He was not surprised what Bowman and Wanzer did. Bowman has lost a lot of business. Wanzer wants volume to build up plant volume. Now we are faced with people who want volume - if people want to figure on this basis - we have to be realistic - they should understand that such conditions can't last.

Archer considered it important that emphasis be placed on the fact that our costs are not in any way influenced by the home delivered business. Some A&P people in New York seem to feel that home delivered business is being subsidized. Referred to letter of availability. Advised that the quotation

55E

147

by competitors covers both the Chicago-Calumet area and the outside area. Hope was expressed that the matter could be held over to about next Wednesday.

Minkler called Bartels who stated that the matter should be handled with Elmer Schmidt and an appointment was made for Tuesday, September 8th, 1965.

3426 56H

September 14, 1965

The Borden Company

CX 1D-56
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T49

September 14, 1965.

THE BORDEN COMPANY
Central Division

Price Quotation Data covering

A & P Private Label Fluid Milk Products

in

A & P Areas No. 1, 2, 3, 4 & 5.

56B

THE BORDEN COMPANY
Central Division

Summary of Estimated Annual Quotat

Area	Annual Value for Borden Label
Zone #1-Chicago and Calumet	$5,134,934
Zone #2-South Bend Area	331,043
Zone #3-Rockford-Joliet Area	225,836
Zone #4-Miscellaneous Area	525,969
Zone #5-Rock Island Area	273,254
Total	$6,491,036

3420

9-14-65

ion Differentials

Annual Value for A & P Label	Annual Quotation Differential
$4,428,008	$706,926
307,522	23,521
199,635	26,201
470,809	55,160
265,057	8,197
$5,671,031	$820,005

34204

Estimated Annual Quotation Differentials - Zone

Item		Size	Annual Usage In Units	Borden Label Unit Prices Week 5-8-65
Homo V.D. Milk	Glass	Gallons	999,752	$.6981
2%	Glass	Gallons	265,390	.6500
Homo V.D. Milk	Paper	Gallons	773,327	.7371
Homo V.D. Milk	Paper	½ "	5,321,403	.3685
Homo V.D. Milk	Paper	Qts.	2,194,591	.2000
Chocolate Milk	Paper	Qts.	163,037	.2437
Buttermilk	Paper	½ Gals.	331,344	.3685
Buttermilk	Paper	Qts.	542,083	.2000
2%	Paper	½ Gals.	612,231	.3453
Fortified Skim Milk	Paper	½ Gals.	515,996	.3453
Fortified Skim Milk	Paper	Qts.	415,587	.1917
Whipping Cream	Paper	½ Pts.	256,481	.3068
Half-Half	Paper	Pints	1,577,403	.2984
Total				$

9-14-65

ion

#1 (Chicago-Calumet)

Annual Value for Borden Label	A&P Label Unit Quotations	Annual Value for A & P Label	Annual. Differential
$697,927	$.6060	$605,850	$92,077 ✓
172,504	.5580	148,088	24,416 ✓
570,019	.6460	499,569	70,450
,960,937	.3230	1,718,813	242,124
438,918	.1755	385,151	53,767
39,732	.2178	35,509	4,223
122,100	.3050	101,060	21,040
108,417	.1600	86,733	21,684
211,403	.2990	183,057	28,346
178,173	.2825	145,769	32,404
85,419	.1500	66,838	18,581
78,688	.2600	66,685	12,003
470,697	.2440	384,886	85,811
5,134,934		$4,428,008	$706,926

3421-A

56 D

THE BORDEN C
CENTRAL DIV
ESTIMATED ANNUAL QUOTATION DIFFERENT

Item		Size	Annual Usage 3 -Day Delivery	Annual Usage 6 -Day Delivery	Borden Label Unit Price Week 5/8/65
Homo V. D. Milk	Paper	Gal.	126,516	2,756	$.6305
Homo V. D. Milk	"	½ Gal.	472,905	20,159	.3203
Homo V. D. Milk	"	Qts.	93,236	4,195	.1694
Chocolate Milk	"	Qts.	10,175	225	.2166
Buttermilk	"	½ Gal.	22,967	537	.3193
Buttermilk	"	Qts.	28,479	797	.1687
2%	"	½ Gal.	97,691	4,090	.2965
Fortified Skim Milk	"	½ Gal.	20,956	260	.2852
Fortified Skim Milk	"	Qts.	10,955	416	.1601
Whipping Cream	"	½ Pts.	13,277	832	.2555
Half & Half	"	Pts.	72,159	3,917	.2465
TOTAL					

3422

9/14/65

MPANY
SION
AL - ZONE #2 (SOUTH BEND AREA)

Annual Value for Borden Label	A&P Label Unit Quotation 3 -day Delivery	A&P Label Unit Quotation 6 -day Delivery	Annual Value for A&P Label	Annual Differential
$ 81,506	$.5910	$.6460	$ 76,551	$ 4,955
157,928	.2955	.3230	146,254	11,674
16,505	.1625	.1755	15,887	618
2,253	.2048	.2178	2,133	120
7,505	.2775	.3050	6,537	968
4,939	.1470	.1600	4,314	625
30,178	.2715	.2990	27,746	2,432
6,051	.2550	.2825	5,417	634
1,820	.1370	.1500	1,563	257
3,605	.2470	.2600	3,495	110
18,753	.2310	.2440	17,625	1,128
$331,043			$307,522	$23,521

342-A

56-B

3423

THE BORDEN COMPANY
CENTRAL DIVISION
ESTIMATED ANNUAL QUOTATION DIFFERENTIAL - ZO

Item		Size	Annual Usage in Units	Borden Label Unit Price Week 5/8/65	Annual Value for Borden Label
Homo V. D. Milk	Paper	Gal.	50,353	$.7305	$ 36,783
Homo V. D. Milk	"	½ Gal.	251,507	.3645	91,674
Homo V. D. Milk	"	Qts.	63,076	.1907	12,029
Chocolate Milk	"	Qts.	13,919	.2403	3,345
Buttermilk	"	½ Gal.	20,124	.3643	7,331
Buttermilk	"	Qts.	30,957	.1893	5,860
2%	"	½ Gal.	97,725	.3347	32,709
Fortified Skim Milk	"	½ Gal.	25,116	.3306	8,303
Fortified Skim Milk	"	Qts.	15,600	.1789	2,791
Whipping Cream	"	½ Pts.	29,588	.2882	8,527
Half & Half	"	Pts.	58,725	.2807	16,484
TOTAL					$225,836

9/14/65

E #3 (ROCKFORD-JOLIET AREA)

A&P Label Units Quotation	Annual Value for A&P Label	Annual Differential
$.6460	$ 32,528	$ 4,255
.3230	81,237	10,437
.1755	11,070	959
.2178	3,032	313
.3050	6,138	1,193
.1600	4,953	907
.2990	29,220	3,489
.2825	7,095	1,208
.1500	2,340	451
.2600	7,693	834
.2440	14,329	2,155
	$199,635	$26,201

3423-A

56F

3424

THE BORDEN C
CENTRAL DIV
ESTIMATED ANNUAL QUOTATION DIFFERENTIA

Item		Size	Annual Usage 3 -Day Delivery	 5&6 -Day Delivery	Borden Label Unit Price Week 5/8/65
Homo W. D. Milk	Paper	Gal.	60,702	97,777	$.6866
Homo W. D. Milk	"	½ Gal.	232,063	480,832	.3501
Homo W. D. Milk	"	Qts.	66,438	75,469	.1837
Chocolate Milk	"	Qts.	11,319	12,168	.2325
Buttermilk	"	½ Gal.	6,257	24,007	.3580
Buttermilk	"	Qts.	18,053	33,315	.1843
2%	"	½ Gal.	37,821	86,372	.3232
Fortified Skim Milk	"	½ Gal.	4,386	26,277	.3273
Fortified Skim Milk	"	Qts.	9,446	17,663	.1707
Whipping Cream	"	½ Pts.	17,750	31,217	.2917
Half & Half	"	Pts.	65,485	80,886	.2742
TOTAL					

9/14/65

OMPANY
ISION
L - ZONE #4 (MISCELLANEOUS AREA)

Annual Value for Borden Label	A&P Label Unit Quotation 3 -Day Delivery	A&P Label Unit Quotation 5&6 -Day Delivery	Annual Value for A&P Label	Annual Differential
$108,812	$.5910	$.6460	$ 99,039	$ 9,773
253,156	.2955	.3230	227,175	25,981
26,069	.1625	.1795	24,041	2,028
5,460	.2048	.2178	4,968	492
10,835	.2775	.3050	9,058	1,777
9,670	.1470	.1600	8,145	1,525
40,139	.2715	.2880	36,093	4,046
10,036	.2550	.2825	8,541	1,495
4,628	.1370	.1500	3,943	685
14,284	.2470	.2600	12,500	1,784
42,880	.2310	.2440	37,306	5,574
$525,969			$470,809	$55,160

BEST COPY AVAILABLE

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THE BORDEN COMPANY
CENTRAL DIVISION
ESTIMATED ANNUAL QUOTATION DIFFERENTIAL - ZONE

3425

Item		Size	Annual Usage in Units	Borden Label Unit Price Week 9/7/65	Annual Value for Borden Label
Homo V. D. Milk	Paper	Gal.	148,911	$.6434	$ 95,809
Homo V. D. Milk	"	½ Gal.	255,840	.3217	82,304
Homo V. D. Milk	"	Qts.	106,652	.1792	19,112
Chocolate Milk	"	Qts.	15,600	.2017	3,147
Buttermilk	"	½ Gal.	---	---	---
Buttermilk	"	Qts.	28,617	.1792	5,128
2%	"	½ Gal.	87,013	.2926	25,460
Fortified Skim Milk	"	½ Gal.	37,613	.2813	10,581
Fortified Skim Milk	"	Qts.	22,585	.1641	3,706
Whipping Cream	"	½ Pts.	23,157	.2798	6,479
Half & Half	"	Pts.	86,216	.2497	21,528
TOTAL					$273,254

9/14/65

#5 (ROCK ISLAND AREA)

A&P Label Units Quotation	Annual Value for A&P Label	Annual Differential
$.6234	$ 92,831	$ 2,978
.3117	79,745	2,559
.1742	18,579	533
.1967	3,069	78
---	---	---
.1742	4,985	143
.2826	24,590	870
.2713	10,204	377
.1591	3,593	113
.2748	6,364	115
.2447	21,097	431
	$265,057	$ 8,197

3425-A

September 14, 1965

The Borden Company

Central Division

General Quotation - A & P Private Label

Applicable to A & P Area No. 1 - Chicago-Calumet

(Related to Present Announced Superpool Class I Price of $4.32 per Cwt.)

Item	Size	* Net Unit Price for A & P Private Label Products Based on 6 Day Deliveries
Homogenized V.D. Milk	Glass Gallons	.6060
2%	Glass Gallons	.5580
Homogenized V.D. Milk	Paper Gallons	.6460
Homogenized V.D. Milk	Paper 1/2 Gal.	.3230 ✓
Homogenized V.D. Milk	Paper Quarts	.1755
2%	Paper Gallons	.5980
2%	Paper 1/2 Gal.	.2990
Vitamin Fortified Skim	Paper 1/2 Gal.	.2825
Vitamin Fortified Skim	Paper Quart	.1500
Half & Half	Paper Pint	.2440
Chocolate Milk	Paper Quart	.2178
Buttermilk	Paper 1/2 Gal.	.3050
Buttermilk	Paper Quart	.1600
Whipping Cream	Paper 1/2 Pint	.2600

* (1) Above net unit prices for A & P private label products are related to delivery conditions and co-operative program as set forth on accompanying schedule.

(2) Above net unit prices for A & P private label products are subject monthly to any change in the Class I price as such relates to the Class I price of $4.32 per cwt. indicated above, in accordance with the price change per unit schedule attached.

56 I

The Borden Company

Central Division

Price Change Per Unit

A & P Area No. 1 - Chicago-Calumet

(Related to the Announced Chicago Superpool Class I Price of $4.32 per Cwt.)

Increase or Decrease Per Cwt.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

Suggestion for

BULLETIN NO. II

56 J

3428

Price Change Per Unit

(Related to the Announced Superpool Class I Price of $4.32 per Cwt.)

Increase or Decrease per Cwt.	Increase or Decrease in Price Per Unit: Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

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September 14, 1965

The Borden Company

Central Division

General Quotation - A & P Private Label
Applicable to A & P Areas No. 2-3-4 (Town Listing Attached)

(Related to Present Announced Super Pool Class I Price of $4.32 per Cwt.)

Item	Size	* Net Unit Price for A & P Private Label Products Based on 3-Day Drop Deliveries	Based on 5-6 Day Drop Deliveries
Homogenized V.D. Milk	Paper Gallons	.5910	.6460
Homogenized V.D. Milk	Paper 1/2 Gallons	.2955 ✓	.3230
Homogenized V.D. Milk	Paper Quarts	.1625	.1755
2%	Paper Gallons	.5430	.5980
2%	Paper 1/2 Gallons	.2715	.2990
Vitamin Fortified Skim	Paper 1/2 Gallons	.2550	.2825
Vitamin Fortified Skim	Paper Quarts	.1370	.1500
Half & Half	Paper Pints	.2310	.2440
Chocolate Milk	Paper Quarts	.2048	.2178
Buttermilk	Paper 1/2 Gallons	.2775	.3050
Buttermilk	Paper Quarts	.1470	.1600
Whipping Cream	Paper 1/2 Pints	.2470	.2600

* (1) Above Net Unit Prices for A & P Private Label Products are related to delivery conditions and co-operative program as set forth in accompanying schedule.

(2) Above Net Unit Prices for A & P Private Label Products are subject monthly to any change in the Class I price as such relates to the Class I price of $4.32 per cwt. indicated above, in accordance with the Price Change Per Unit schedule attached.

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The Borden Company

Central Division

Town Listing - A & P Areas No. 2-3-4

	Present Type of Delivery		
A & P Store Locations	3-Day	5-Day	6-Day
South Bend, Indiana (6 stores)	x		
Mishawaka, Indiana	x		
Elkhart, Indiana	x		
Goshen, Indiana	x		
La Porte, Indiana	x		
Valparaiso, Indiana	x		
Walkerton, Indiana	x		
Michigan City, Indiana	x		
Chesterton, Indiana			x
South Bend, Indiana (1 store)			x
Lockport, Illinois			x
Aurora, Illinois (2 stores)			x
Joliet, Illinois (6 stores)			x
Rockford, Illinois (5 stores)			x
Freeport, Illinois			x
Loves Park, Illinois			x
Manteno, Illinois	x		
Marseilles, Illinois	x		
Spring Valley, Illinois	x		
Momence, Illinois	x		
Ottawa, Illinois	x		
Sandwich, Illinois	x		
Knox, Indiana	x		
St. Anne, Illinois	x		
Streator, Illinois	x		
Plano, Illinois	x		
North Judson, Indiana	x		
Gilman, Illinois	x		
Pontiac, Illinois	x		
Lacon, Illinois	x		
Galena, Illinois	x		
La Salle, Illinois	x		
Princeton, Illinois	x		
Minonk, Illinois	x		
Warren, Illinois	x		
Belvidere, Illinois		x	
Rochelle, Illinois		x	
Dixon, Illinois		x	
Marengo, Illinois		x	
Polo, Illinois		x	
De Kalb, Illinois		x	

Town Listing - A & P Areas No. 2-3-4

	Present Type of Delivery		
A & P Store Locations	3-Day	5-Day	6-Day
Mt. Morris, Illinois		x	
Woodstock, Illinois			x
Fox Lake, Illinois			x
Kankakee, Illinois (2 stores)			x
Pecatonica, Illinois			x
Wilmington, Illinois			x
McHenry, Illinois			x
Antioch, Illinois			x
Wauconda, Illinois			x
Crystal Lake, Illinois			x
Zion, Illinois			x

The Borden Company

Central Division

Price Change Per Unit - A & P Areas No. 2-3-4

(Related to the Present Announced Chicago Super Pool Class I Price of $4.32 per Cwt.)

	Increase or Decrease in Price Per Unit		
Increase or Decrease per Cwt.	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

Price Change Per Unit - A & P Areas No. 2-3-4

(Related to the Present Announced Chicago Super Pool Class I Price of $4.32 per Cwt.)

Increase or Decrease per Cwt.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

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56 P

THE BORDEN COMPANY
Central Division

September 14, 1965

General Quotation -- A & P Private Label
Applicable to A & P Area No. 5 - Rock Island Area - (Town Listing Attached)
(Related to the Announced Federal Order No. 63 Class I Price
of $4.31 per Cwt. for September 1965)

Item		Size	* Net Unit Price for A & P Private Label Products Based on 3-Day Drop Delivery
Homogenized V.D. Milk	Paper	Gallon	.6234
Homogenized V.D. Milk	Paper	1/2 Gal.	.3117
Homogenized V.D. Milk	Paper	Quart	.1742
2%	Paper	1/2 Gal.	.2826
Vitamin Fortified Skim	Paper	1/2 Gal.	.2713
Vitamin Fortified Skim	Paper	Quart	.1591
Half & Half	Paper	Pint	.2447
Chocolate Milk	Paper	Quart	.1967
Buttermilk	Paper	Quart	.1742
Whipping Cream	Paper	1/2 Pint	.2748

* (1) Above Net Unit Prices for A & P Private Label Products are Related to Delivery Conditions and Co-operative Program as set forth in Accompanying Schedule.
(2) Above Net Unit Prices for A & P Private Label Products are subject Monthly to any Change in the Class I Price as such relates to the Class I Price of $4.31 per Cwt. indicated above, in Accordance with the Price Change per Unit Schedule attached.

CENTRAL DIVISION
I - CHICAGO AND CALUMET AREA

BORDEN LABEL UNIT	BORDEN LABEL ANNUAL	A & P LABEL UNIT	A & P LABEL ANNUAL	DIFFERENTIAL ANNUAL

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THE BORDEN COMPANY
Central Division

Town Listing - A & P Area No. 5 - Rock Island Area

A & P Store Location	Present Type of Delivery		
	3 Day	5 Day	6 Day
Geneseo, Illinois	x		
Kewanee, Illinois	x		
Lanark, Illinois	x		
Moline, Illinois (2 stores)	x		
Mt. Carroll, Illinois	x		
Rock Island, Illinois	x		
Savanna, Illinois	x		
Sterling, Illinois	x		
Toulon, Illinois	x		
Galesburg, Illinois (2 stores)	x		
Clinton, Iowa	x		
Davenport, Iowa (2 stores)	x		

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THE BORDEN COMPANY
Central Division

Price Change Per Unit - A & P Area No. 5 - Rock Island Area

(Related to the Federal Order No. 63 Announced Class I Price of $4.31 per Cwt. for September 1965)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

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THE BORDEN COMPANY
Central Division

Price Change Per Unit - A & P Area No. 5 - Rock Island Area

(Related to the Federal Order No. 63 Announced Class I Price of $4.31 per Cwt. for September 1965)

Increase or Decrease per CWT.	Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

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September 14, 1965

The Borden Company - Central Division

A & P Private Label Program

The new A & P Private Label milk program is based upon the following mutual understandings and the essentials of this new program are outlined below:

1. Borden personnel will assist in the formulation of this new program.
2. Borden personnel will also assist A & P personnel during the introductory period in the various phases of ordering and rotating of merchandise so that the program will achieve its ultimate sales goals and expectations. (Suggested Bulletins to Supervisors and Store Managers attached.)
3. A complete line of dairy products, as supplied by The Borden Company, should be featured in your dairy case.
4. Deliveries will be on a limited service basis as follows:
    - (a) Stores served on a three-day per week basis will receive one delivery on Monday-Wednesday-Friday or Tuesday-Thursday-Saturday.
    - (b) Stores served on a five-or six-day per week basis will receive one delivery per day.
    - (c) The delivery time to each store will be handled in a manner to effectuate the most efficient delivery schedule.
    - (d) Special deliveries shall not be made except in unusual instances, such as Borden's failure to perform on the advance order.
5. Deliveries at the store level shall be handled in the following manner:
    - (a) To the receiving door of the store.
    - (b) To a designated place on the receiving platform.
    - (c) To a refrigerated storage box that can be entered directly from a platform or ground level location and into which dairy products can be conveniently stocked.
    - (d) If dairy products are delivered to a refrigerated storage box, adequate storage space shall be provided so that proper rotation of carry-over merchandise can be handled by store personnel.
    - (e) Empty milk cases and bottles shall be placed at a designated point for easy accessibility and pickup.

6. Ordering of Products.

    (a) Advance order delivery tickets shall be supplied by The Borden Company.

    (b) Advance order tickets for the following delivery shall be completed for presentation to the Borden driver at time of delivery.

7. Code Dates.

    (a) Products are clearly coded on the gable of the milk items and on the bottom of all bucket products.

    (b) All products are coded with an expiration date.

    (c) Code date expirations shall be explained in the Chicago Unit Office and at local levels.

8. Credit for Product Returns.

    (a) Credit for product returns shall be only on the basis of faulty containers or product remaining within code date.

9. Borden's will not be obligated to furnish any merchandising materials, price promotions, demonstrators, or special displays on A & P labelled products under this program.

10. Borden salesmen's services will be supplied at the store level only, to follow through on a complaint covering such matters as service, product, or container.

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Suggestion for

BULLETIN NO. I

ATTENTION STORE NO.__________

TO: SUPERVISORS AND STORE MANAGERS

Your store will be serviced with A & P labeled milk products by The Borden Company on a drop shipment delivery basis.

The essentials of this new purchasing arrangement are as follows:

1. Limited deliveries.
2. No returns.
3. No service in regard to rotation, stocking, etc.
4. Pre-order of merchandise.

We will advise you shortly of the requirements of ordering and handling of milk products under this new program and of our arrangements with Borden's.

The Borden Company will soon hold a series of meetings to explain to you the coordination of deliveries and to evaluate your physical set-up. The new pre-order system and control guide will help you obtain a pattern in regard to your requirements. These things must be covered in order that you may sensibly pre-order merchandise from the above supplier for your store's needs.

Please give these people your utmost cooperation. We recommend that you fully explain these procedures to your Assistant Manager, Dairy Department Head, or someone responsible for the operation and the ordering of dairy products. The new aspects of this system should be thoroughly understood and followed by members of your organization.

We will advise you shortly in regard to items and procedures and other details.

Suggestion for

BULLETIN NO. II

ATTENTION STORE NO. __________ 56W

TO: SUPERVISORS AND STORE MANAGERS

The new A & P private label milk delivery program has now been worked out, and deliveries to your stores will start on Monday _________. With this new program, we will be getting maximum benefits from the fast moving dairy items and it will be to our advantage for you to work with your supplier to handle this properly in order that we may all be successful in this venture.

Deliveries will be made on a limited service basis as follows:

(a) Stores served on a three day per week basis will receive one delivery on Monday-Wednesday-Friday or Tuesday-Thursday-Saturday.

(b) Stores served on a five or six day per week basis will receive one delivery per day.

(c) Special deliveries shall not be made except the failure of Borden's to perform on the advance order.

Deliveries at the store level shall be handled in the following manner:

(a) To the receiving door of the store.

(b) To a designated place on the receiving platform.

(c) To a refrigerated storage box that can be entered directly from a platform or ground level location and into which dairy products can be conveniently stocked.

(d) If dairy products are delivered to a refrigerated storage box, adequate storage space shall be provided so that proper rotation of carry-over merchandise can be handled by store personnel.

(e) Empty milk cases and bottles shall be placed at a designated point for easy accessibility and pick-up.

Ordering of Products

(a) Pre-order forms will be furnished to you by The Borden Company.

(b) This order must be completed and be available in the cooler at the time of the delivery for the driver to pick up.

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Example: On three day delivery -- Monday delivery, pick up order for Wednesday. Wednesday delivery, pick up order for Friday. Friday delivery, pick up order for Monday, etc.

On the five or six day delivery schedule, the order again must be completed and available in the cooler for the following day's delivery.

Please follow instructions in order that we may have no inconvenience or unnecessary expense by orders not being available as outlined above.

In all cases, order changes will not be accepted since they can be adjusted on the following day's order.

We recommend you try, whenever possible, to order merchandise in even cases. This may not be possible in smaller volume stores.

As always in the use of your order form, you must take into consideration your meat feature, the week-end pay days, 15th and 1st of the month, holidays, individual store promotions on dairy features, and consult your past order forms and inventories.

All products are under a "no return" basis and the only exception will be for manufacturing defects. Please use care.

Codes

(a) Products are clearly coded on the gable of the milk items and on the bottom of all bucket products.

(b) All products are coded with an expiration date.

(c) Code date expiration shall be explained to you at future meetings.

(d) Please check code dates daily and rotate. There will be no services offered in regard to rotation and checking by the supplier. Do not make the customer unhappy by having old products in the case due to lack of attention to this operation.

For those stores who are presently on a three day drop delivery method, this should be nothing new for you. It might be well, however, to again review all of the procedures in the ordering and handling of dairy products.

We sincerely believe that this new milk program is another stride forward for our company and you will be able to achieve your ultimate sales goals and expectations.

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CXID-38A

9/17/60

Memo – A. P

Elmer Schmitt advised Tom that in view of his previous matters, Ralph & he should see Bob Hall, his assistant and leave our quotations with him and Hall would say that they got to him (Elmer).

This was a rather disturbing change because this matter it appeared was sold to Hall but this was the way Elmer wanted it to be handled.

Ralph called following the meeting. Hall appeared to be smart and attentive. Indicated a number of disturbing factors – Hall inquired if this was Borden's final firm – final best quotation to which we replied "definitely". Minkler advised Hall however that there were some things he would like to explain and reviewed page by page the data presented dated 9/14/60. Hall asked a number of intelligent questions – Understands we spread to products the $840,000 –

Hall further indicated that they would take the firm offer and compare – had some more figures coming in. Minkler indicated we would like to go ahead – Hall referred to the fact that Elmer has other figures – other things are involved.

9/17/65

Memo - A&P

Elmer Schmidt advised Tarr that in view of his personal matters, Ralph and he should see Bob Hall, his assistant and leave our quotations with him and Hall would see that they got to him (Elmer).

This was a rather disturbing change because this matter it appeared was cold to Hall but this was the way Elmer wanted it to be handled.

Ralph called following the meeting. Hall appeared to be smart and attentive. Indicated a number of disturbing factors - Hall inquired if this was Borden's final, final - final best quotation to which we replied "definitely". Minkler advised Hall however that there were some things he would like to explain and reviewed page by page the data presented dated 9/14/65. Hall asked a number of intelligent questions. Understands we spread to products the $820,000.

Hall further indicated that they would take the final offer and compare - had some more figures coming in. Minkler indicated he would like to go ahead. Hall referred to the fact that Elmer has other figures - other things are involved.

CX ID-62

September 21, 1965.

THE BORDEN COMPANY

Central Division

Price Quotation Data covering
A & P Private Label Fluid Milk Products
in
A & P Zones No. 1, 2, 3, 4 & 5.

THE BORDEN COMPANY
Contral Division

Summary of Decreased A & P Private Label Cost

Area No. 1	$694,524
Area No. 2	25,584
Area No. 3	39,270
Area No. 4	98,151
Area No. 5	25,308
Total	$882,837

COMMODITY	YEARLY USAGE
Gals. Homo Paper	773,327
½ Gals. Homo	5,321,403
Qts. Homo	2,194,591
Qts. Chocolate	163,037
½ Gals. Buttermilk	331,344
Qts. Buttermilk	542,083
½ Gals. 2%	612,231
½ Gals. Skim	515,996
Qts. Skim	445,587
½ Pts. Whip Cream	256,481
Pts. Half-Half	1,577,403
TOTAL	

21,834,438 Pts

BORDEN LABEL UNIT COST	BORDEN LABEL ANNUAL COST	A & P LABEL UNIT COST	A & P LABEL ANNUAL COST	DIFFERENTIAL ANNUAL BASIS
$.7371	$ 570,024	$.6220	$ 481,009	$ 89,015
.3685	1,960,937	.3110	1,654,956	305,981
.2000	438,915	.1705	374,178	64,737
.2437	#2,969,876 39,728	.2150	35,053	4,675
.3685	122,096	.3030	100,397	21,599
.2000	108,420	.1560	84,565	23,855
.3453	211,397	.2900	177,547	33,850
.3453	178,169	.2820	145,511	32,658
.1917	85,419	.1440	64,165	21,254
.3068	78,693	.2640	67,711	10,982
.2984	470,704	.2440	384,886	85,818
	$4,264,502		$3,569,978	$694,524

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ZONE NO. II -

COMMODITY	YEARLY USAGE	BORDEN LABEL UNIT COST (ave.)
Gals. Homo	129,272	$.6305
½ Gals. Homo	493,064	.3203
Qts. Homo	97,431	.1694
Qts. Chocolate	10,400	.2166
½ Gals. Buttermilk	23,504	.3193
Qts. Buttermilk	29,276	.1687
½ Gals. 2%	101,781	.2965
½ Gals. Skim	21,216	.2852
Qts. Skim	11,371	.1601
½ Pts. Whip Cream	14,109	.2555
Pts. Half-Half	76,076	.2465
TOTAL		

2,031,881 Pts

SOUTH BEND AREA

BORDEN LABEL ANNUAL COST		A & P LABEL UNIT COST	A & P LABEL ANNUAL COST	DIFFERENTIAL ANNUAL BASIS
$ 81,501	3-Day	$.5848	$ 75,709	$ 5,792
	6-Day	.6248		
157,907	3-Day	.2924	144,575	13,332
	6-Day	.3124		
16,501	3-Day	.1612	15,748	753
255,909	6-Day	.1712		
4 2,253	3-Day	.2057	2,142	111
	6-Day	.2157		
7,505	3-Day	.2844	6,695	810
	6-Day	.3044		
4,940	3-Day	.1467	4,303	637
	6-Day	.1567		
30,177	3-Day	.2714	27,705	2,472
	6-Day	.2914		
6,050	3-Day	.2634	5,593	457
	6-Day	.2834		
1,820	3-Day	.1347	1,536	284
	6-Day	.1447		
3,605	3-Day	.2547	3,602	3
	6-Day	.2647		
18,755	3-Day	.2337	17,822	933
	6-Day	.2447		
$331,014			$305,430	$ 25,584

3448-A

Zone No. III -

Commodity	Yearly Usage	Borden Labe Unit Coast Average
Gals. Homo	50,353	$.7305
1/2 Gals. Homo	251,507	.3645
Quarts Homo	63,076	.1907
Quarts Chocolate	13,919	.2403
1/2 Gals. Butter-milk	20,124	.3643
Quarts Buttermilk	30,957	.1893
1/2 Gals. 2%	97,725	.3347
1/2 Gals. Skim	25,116	.3306
Quarts Skim	15,600	.1789
1/2 Pts. Whipping Cream	29,588	.2882
Pints Half-Half	58,725	.2807

Total

1,204,441 Pts

3449

b. Ordering of Products.

Rockford-Joliet Area.

Borden Label Annual Cost	A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
$36,781	$.5972	$30,071	$ 6,710
91,676	.2986	75,100	16,576
12,029	.1643	10,363	1,666
3,345	.2088	2,906	439
7,332	.2906	5,848	1,484
5,859	.1498	4,637	1,222
32,708	.2776	27,128	5,580
8,303	.2696	6,771	1,532
2,791	.1378	2,150	641
8,528	.2578	7,628	900
16,484	.2378	13,964	2,520
$225,836		$186,566	$39,270

3449-A

ZONE NO. IV --

Commodity	Yearly Usage	Borden Label Unit Cost (Average)	Bo A
Gallons Homo	158,479	$ .6866	$
1/2 Gals. Homo	723,095	.3501	
Quarts Homo	141,908	.1837	
Quarts Chocolate	23,487	.2325	
1/2 Gals. Buttermilk	30,264	.3580	
Quarts Buttermilk	52,468	.1843	
1/2 Gals. 2%	124,193	.3232	
1/2 Gals. Skim	30,663	.3273	
Quarts Skim	27,109	.1707	
1/2 Pints Whip Cream	48,967	.2917	
Pints Half & Half	156,381	.2742	

3460

2,900,666 Pts

Miscellaneous Area

orden Label Annual Cost	A & P Label Unit Cost (Average)	A & P Label Annual Cost	Differential Annual Basis
108,819	$ .5627	$ 89,173	$ 19,646
253,188	.2825	204,331	48,857
26,069	.1548	21,970	4,099
5,460	.1992	4,678	782
10,833	.2769	8,379	2,454
9,672	.1414	7,417	2,255
40,144	.2619	32,528	7,616
10,036	.2571	7,883	2,153
4,628	.1295	3,511	1,117
14,283	.2494	12,212	2,071
42,883	.2288	35,782	7,101
$ 526,015		$ 427,864	$ 98,151

3450-A

Zone No. V

Commodity	Yearly Usage	Borden I Unit Cos Average
Gals. Homo	148,911	$.6066
1/2 Gals. Homo	255,840	.3035
Quarts Homo	106,652	.1710
Quarts Chocolate	15,600	.1933
Quarts Buttermilk	28,617	.1714
1/2 Gals. 2%	87,013	.2743
1/2 Gals. Skim	37,613	.2627
Quarts Skim	22,585	.1573
1/2 Pts. Whipping Cream	23,157	.2717
Pints Half-Half	86,216	.2445
Total	1,639,403 Qts	

Central Division

---Rock Island Area.

bel t	Borden Label Annual Cost	A & P Label Unit Cost	A & P Label Annual Cost	Differential Annual Basis
	$90,324	$.5468	$81,425	$ 8,899
	77,636	.2734	69,947	7,689
	18,235	.1517	16,179	2,056
	3,016	.1874	2,923	93
	4,905	.1372	3,926	979
	23,868	.2524	21,962	1,906
	9,880	.2444	9,193	687
	3,553	.1252	2,828	725
	6,292	.2452	5,679	613
	21,077	.2252	19,416	1,661
	$258,786		$233,478	$25,308

3451-A

THE BORDEN COMPANY

CHICAGO - CALUMET AREA (ZONE NO. 1)

GENERAL QUOTATION - A & P PRIVATE LABEL

(Related to the Present Announced Superpool Class I Price of $4.29)

	Net for Borden Label	* Net for A & P Private Label
Homo V. D. Milk - Gal. Paper	$ .7371	$ .6220
Homo V. D. Milk - 1/2 Gal. Paper	.3685	.3110
Homo V. D. Milk - Qts. Paper	.2000	.1705
2% - Gal. Paper 3	.6906	.5800
2% - 1/2 Gal. Paper	.3453	.2900
Vitamin Fortified Skim - 1/2 Gal. Paper	.3453	.2820
Vitamin Fortified Skim - Qts. Paper	.1917	.1400
Half & Half - Pts. Paper	.2984	.2440
Chocolate Milk - Qts. Paper	.2437	.2150
Buttermilk - 1/2 Gal. Paper	.3685	.3030
Buttermilk - Qts. Paper	.2000	.1560
Whipping Cream - 1/2 Pts. Paper	.3068	.2640

* (1) Above net unit prices for A & P private label products are related to delivery conditions and cooperative program as set forth on the accompanying schedule.

(2) Above net unit prices for A & P private label products are subject monthly to any change in the Class I price as such relates to the Class I price of $4.29 per cwt. indicated above, in accordance with the price change per unit schedule attached. In addition, the above unit pricesfor A & P private label products are subject to change in connection with changes that occur in the cost of labor and containers.

September 21, 1965

THE BORDEN COMPANY

General Quotation -- A & P Private Label

(Related to Present Announced Superpool Class I Price of $4.32 Per Cwt.)

	Net Price for A & P Private Label Products by Type and Method of Delivery			
Private Label Products	3-Day Per Week Drop Delivery	4-Day Per Week Drop Delivery	5-Day Per Week Drop Delivery	6-Day Per Week Drop Delivery
Homo V.D. Milk - Gallon Paper	.5848	.6048	.6148	.6248
Homo V.D. Milk - 1/2 Gal. Paper	.2924	.3024	.3074	.3124
Homo V.D. Milk - Quart Paper	.1612	.1662	.1687	.1712
2% - 1/2 Gal. Paper	.2714	.2814	.2864	.2914
Vitamin Fortified Skim - 1/2 Gal. Paper	.2634	.2734	.2784	.2834
Vitamin Fortified Skim - Quart Paper	.1347	.1397	.1422	.1447
Half & Half - Pint Paper	.2337	.2397	.2422	.2447
Chocolate Milk - Quart Paper	.2057	.2107	.2132	.2157
Buttermilk - 1/2 Gal. Paper	.2844	.2944	.2994	.3044
Buttermilk - Quart Paper	.1467	.1517	.1542	.1567
Whipping Cream - 1/2 Pint Paper	.2547	.2597	.2622	.2647

Prices apply to stores located in the geographical area subject to the terms of the Chicago Superpool which are as follows:

Stores Receiving 3-Day Per Week Delivery:

South Bend (6 stores), Mishawaka
Elkhart, Goshen, La Porte, Valparaiso,
Walkerton and Michigan City.

Stores Receiving 6-Day Per Week Delivery:

Chesterton, South Bend (1 store).

Stores Receiving 4-Day and 5-Day Per Week Delivery:

None

(1) Above net unit prices for A & P private label products are related to delivery conditions and co-operative program as set forth on the accompanying schedule.

(2) Above net unit prices for A & P private label products are subject monthly to any change in the Class I price as such relates to the Class I price of $4.32 per cwt., indicated above, in accordance with the price change per unit schedule attached. In addition, the above unit prices for A & P private label products are subject to change in connection with changes that occur in the cost of labor and containers.

September 21, 1965

The Borden Company

General Quotation - A & P Private Label

(Related to Present Announced Superpool Class I Price of $4.00 per Cwt.)

	* Net Price for A & P Private Label Products by Type and Method of Delivery			
Private Label Products	3 - Day Per Week Drop Delivery	4 - Day Per Week Drop Delivery	5 - Day Per Week Drop Delivery	6 - Day Per Week Drop Delivery
Homo V.D. Milk - Gal. Paper	.5572	.5772	.5872	.5972
Homo V.D. Milk - 1/2 Gal. Paper	.2786	.2886	.2936	.2986
Homo V.D. Milk - Quart Paper	.1543	.1593	.1618	.1643
2% - 1/2 Gal. Paper	.2576	.2676	.2726	.2776
Vitamin Fortified Skim - 1/2 Gal. Paper	.2496	.2596	.2646	.2696
Vitamin Fortified Skim - Quart Paper	.1278	.1328	.1353	.1378
Half & Half - Pint Paper	.2278	.2328	.2353	.2378
Chocolate Milk - Quart Paper	.1988	.2038	.2063	.2088
Buttermilk - 1/2 Gal. Paper	.2706	.2806	.2856	.2906
Buttermilk - Quart Paper	.1398	.1448	.1473	.1498
Whipping Cream - 1/2 Pint Paper	.2478	.2528	.2553	.2578

Prices apply to stores located in the geographical area subject to the terms of the Rockford Superpool which are as follows:

Stores Receiving 6-Day Per Week Delivery:

Lockport, Aurora (2 stores), Joliet (6 stores), Rockford (5 stores), Freeport and Loves Park.

Stores Receiving 3-Day - 4-Day - or 5-Day Per Week Delivery:

None

* (1) Above net unit prices for A & P private label products are related to delivery conditions and co-operative program as set forth on the accompanying schedule.

(2) Above net unit prices for A & P private label products are subject monthly to any change in the Class I price as such relates to the Class I price of $4.00 per cwt. indicated above, in accordance with the price change per unit schedule attached. In addition, the above unit prices for A & P private label products are subject to change in connection with changes that occur in the cost of labor and containers.

(Zone No. 4)
September 21, 1965

The Borden Company

General Quotation - A & P Private Label

(Related to the Announced Class I Price Under Federal Order No. 30 of $3.78 per Cwt.)

Private Label Products	* Net Price for A & P Private Label Products by Type and Method of Delivery			
	3-Day Per Week Drop Delivery	4-Day Per Week Drop Delivery	5-Day Per Week Drop Delivery	6-Day Per Week Drop Delivery
omo V.D. Milk - Gal. Paper	.5380	.5580	.5680	.5780
omo V.D. Milk - 1/2 Gal. Paper	.2690	.2790	.2840	.2890
omo V.D. Milk - Quart Paper	.1495	.1545	.1570	.1595
% - 1/2 Gal. Paper	.2480	.2580	.2630	.2680
itamin Fortified Skim Milk - 1/2 Gal. Paper	.2400	.2500	.2550	.2600
itamin Fortified Skim Milk - Quart Paper	.1230	.1280	.1305	.1330
alf & Half - Pint Paper	.2230	.2280	.2305	.2330
ocolate Milk - Quart Paper	.1940	.1990	.2015	.2040
ttermilk - 1/2 Gal. Paper	.2610	.2710	.2760	.2810
ttermilk - Quart Paper	.1350	.1400	.1425	.1450
ipping Cream - 1/2 Pint Paper	.2430	.2480	.2505	.2530

Prices apply to stores located in the geographical area subject to the announced Class I milk prices under Federal Order No. 30, (which Class I milk prices are not subject to producer "superpool" payments) which stores are as follows:

Stores Receiving 3-Day Per Week Delivery:

Manteno
Marseilles
Spring Valley
Culver
Mendota
Momence
Ottawa
Sandwich
Knox
St. Annes
Streator
Plano
North Judson
Gilman
Pontiac
Lacon
Galena
La Salle
Princeton
Minonk
Warren

Stores Receiving 4-Day Per Week Delivery:

None

Stores Receiving 5-Day Per Week Delivery

Belvidere
Rochelle
Dixon
Marengo
Polo
DeKalb
Mt. Morris

Stores Receiving 6-Day Per Week Delivery:

Woodstock
Fox Lake
Kankakee (2 stores)
Pecatonica
Wilmington
McHenry
Antioch
Wauconda
Crystal Lake
Zion

* (1) Above net unit prices for A & P private label products are related to delivery conditions and co-operative program as set forth on the accompanying schedule.

(2) Above net unit prices for A & P private label products are subject monthly to any change in the Class I price as such relates to the Class I price of $3.78 per cwt. indicated above, in accordance with the price change per unit schedule attached. In addition, the above unit prices for A & P private label products are subject to change in connection with changes that occur in the cost of labor and containers.

Schedule 4 - Part 2
(Zone No. 5)
September 21, 19

THE BORDEN COMPANY
GENERAL QUOTATION - A & P PRIVATE LABEL
(Related to the Announced Class I Price Under Federal Order #63)
of $ 3.88 per Cwt.

* Net Price for A & P Private Label Products by Type and Method of Delivery

Private Label Products	3-Day Per Week Drop Delivery	4-Day Per Week Drop Delivery	5-Day Per Week Drop Delivery	6-Day Per Wee Drop Delivery
Homo V.D. Milk Gal. Paper	.5468	.5668	.5768	.5868
Homo V.D. Milk 1/2 Gal. Paper	.2734	.2804	.2884	.2934
Homo V.D. Milk Quart Paper	.1517	.1567	.1592	.1617
2% - 1/2 Gal. Paper	.2524	.2624	.2674	.2724
Vit. Fort. Skim Milk 1/2 Gal. Paper	.2444	.2544	.2594	.2644
Vit. Fort. Skim Milk Quart Paper	.1252	.1302	.1327	.1352
Half & Half Pint Paper	.2252	.2302	.2327	.2352
Chocolate Milk Quart Paper	.1874	.1924	.1949	.1974
Buttermilk Quart Paper	.1372	.1422	.1447	.1472
Whipping Cream 1/2 Pint Paper	.2452	.2502	.2527	.2552

Prices apply to stores in the geographical area subject to the announced Class I Milk prices under Federal Order No. 63, (which Class I Milk prices are not subject to producer "Super Pool" payments) which stores are as follows:

Stores Receiving 3 Day Per Week Delivery
Genesco Kewanee Lanark Moline (2 Stores)
Mt. Carroll Rock Island Savannah Sterling
Toulon Galesburg (2 Stores) Clinton Davenport (2 Stores)

Stores Receiving 4 Day, 5 Day or 6 Day Delivery
None.

* (1) Above net unit prices for A & P private label products are related to delivery conditions and co-operative program as set forth on the accompanying schedule.

(2) Above net unit prices for A & P private label products are subject monthly to any change in the Class I price as such relates to the Class I price of $3.88 per cwt. indicated above, in accordance with the price change per unit schedule attached. In addition, the above unit prices for private label products are subject to change in connection with changes that occur in the cost of labor and containers.

September 21, 1965 N

THE BORDEN COMPANY
Central Division

Price Change Per Unit Schedule

Increase or Decrease per CWT. in Class I Price	Resulting Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.01	.0002	.0004	.0008
.02	.0004	.0008	.0016
.03	.0007	.0014	.0028
.04	.0009	.0018	.0036
.05	.0010	.0020	.0040
.06	.0013	.0026	.0052
.07	.0015	.0030	.0060
.08	.0017	.0034	.0068
.09	.0019	.0038	.0076
.10	.0021	.0042	.0084
.11	.0024	.0048	.0096
.12	.0026	.0052	.0104
.13	.0028	.0056	.0112
.14	.0030	.0060	.0120
.15	.0033	.0066	.0132
.16	.0035	.0070	.0140
.17	.0037	.0074	.0148
.18	.0039	.0078	.0156
.19	.0041	.0082	.0164
.20	.0043	.0086	.0172
.21	.0045	.0090	.0180
.22	.0048	.0096	.0192
.23	.0050	.0100	.0200
.24	.0052	.0104	.0208
.25	.0054	.0108	.0216
.26	.0056	.0112	.0224
.27	.0059	.0118	.0236
.28	.0061	.0122	.0244
.29	.0063	.0126	.0252
.30	.0065	.0130	.0260
.31	.0067	.0134	.0268
.32	.0069	.0138	.0276

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September 21, 1965

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THE BORDEN COMPANY
Central Division

Price Change Per Unit Schedule

Increase or Decrease per CWT. in Class 1 Price	Resulting Increase or Decrease in Price Per Unit		
	Per Quart	Per Half Gallon	Per Gallon
.33	.0072	.0144	.0288
.34	.0074	.0148	.0296
.35	.0076	.0152	.0304
.36	.0078	.0156	.0312
.37	.0080	.0160	.0320
.38	.0082	.0164	.0328
.39	.0085	.0170	.0340
.40	.0087	.0174	.0348
.41	.0089	.0178	.0356
.42	.0091	.0182	.0364
.43	.0093	.0186	.0372
.44	.0095	.0190	.0380
.45	.0098	.0196	.0392
.46	.0100	.0200	.0400

The Borden Company - Central Division

A & P Private Label Program

The new A & P Private Label milk program is based upon the following mutual understandings and the essentials of this new program are outlined below:

1. Borden personnel will assist in the formulation of this new program.

2. Borden personnel will also assist A & P personnel during the introductory period in the various phases of ordering and rotating of merchandise so that the program will achieve its ultimate sales goals and expectations. (Suggested Bulletins to Supervisors and Store Managers attached.)

3. A complete line of dairy products, as supplied by The Borden Company, should be featured in your dairy case.

4. Deliveries will be on a limited service basis as follows:

    (a) Stores served on a three-day per week basis will receive one delivery on Monday-Wednesday-Friday or Tuesday-Thursday-Saturday.

    (b) Stores served on a five-or six-day per week basis will receive one delivery per day.

    (c) The delivery time to each store will be handled in a manner to effectuate the most efficient delivery schedule.

    (d) Special deliveries shall not be made except in unusual instances, such as Borden's failure to perform on the advance order.

5. Deliveries at the store level shall be handled in the following manner:

    (a) To the receiving door of the store.
    (b) To a designated place on the receiving platform.
    (c) To a refrigerated storage box that can be entered directly from a platform or ground level location and into which dairy products can be conveniently stocked.
    (d) If dairy products are delivered to a refrigerated storage box, adequate storage space shall be provided so that proper rotation of carry-over merchandise can be handled by store personnel.
    (e) Empty milk cases and bottles shall be placed at a designated point for easy accessibility and pickup.

6. Ordering of Products.

   (a) Advance order delivery tickets shall be supplied by The Borden Company.

   (b) Advance order tickets for the following delivery shall be completed for presentation to the Borden driver at time of delivery.

7. Code Dates.

   (a) Products are clearly coded on the gable of the milk items and on the bottom of all bucket products.

   (b) All products are coded with an expiration date.

   (c) Code date expirations shall be explained in the Chicago Unit Office and at local levels.

8. Credit for Product Returns.

   (a) Credit for product returns shall be only on the basis of faulty containers or product remaining within code date.

9. Borden's will not be obligated to furnish any merchandising materials, price promotions, demonstrators, or special displays on A & P labelled products under this program.

10. Borden salesmen's services will be supplied at the store level only, to follow through on a complaint covering such matters as service, product, or container.

y's meeting with Elmer Schmidt we believe

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Suggestion for

BULLETIN NO. 1

ATTENTION STORE NO.___________

TO: SUPERVISORS AND STORE MANAGERS

Your store will be serviced with A & P labeled milk products by The Borden Company on a drop shipment delivery basis.

The essentials of this new purchasing arrangement are as follows:

1. Limited deliveries.
2. No returns.
3. No service in regard to rotation, stocking, etc.
4. Pre-order of merchandise.

We will advise you shortly of the requirements of ordering and handling of milk products under this new program and of our arrangements with Borden's.

The Borden Company will soon hold a series of meetings to explain to you the coordination of deliveries and to evaluate your physical set-up. The new pre-order system and control guide will help you obtain a pattern in regard to your requirements. These things must be covered in order that you may sensibly pre-order merchandise from the above supplier for your store's needs.

Please give these people your utmost cooperation. We recommend that you fully explain these procedures to your Assistant Manager, Dairy Department Head, or someone responsible for the operation and the ordering of dairy products. The new aspects of this system should be thoroughly understood and followed by members of your organization.

We will advise you shortly in regard to items and procedures and other details.

BULLETIN NO. II

3463

ATTENTION STORE NO.__________

TO: SUPERVISORS AND STORE MANAGERS

The new A & P private label milk delivery program has now been worked out, and deliveries to your stores will start on Monday ________. With this new program, we will be getting maximum benefits from the fast moving dairy items and it will be to our advantage for you to work with your supplier to handle this properly in order that we may all be successful in this venture.

Deliveries will be made on a limited service basis as follows:

(a) Stores served on a three day per week basis will receive one delivery on Monday-Wednesday-Friday or Tuesday-Thursday-Saturday.

(b) Stores served on a five or six day per week basis will receive one delivery per day.

(c) Special deliveries shall not be made except the failure of Borden's to perform on the advance order.

Deliveries at the store level shall be handled in the following manner:

(a) To the receiving door of the store.

(b) To a designated place on the receiving platform.

(c) To a refrigerated storage box that can be entered directly from a platform or ground level location and into which dairy products can be conveniently stocked.

(d) If dairy products are delivered to a refrigerated storage box, adequate storage space shall be provided so that proper rotation of carry-over merchandise can be handled by store personnel.

(e) Empty milk cases and bottles shall be placed at a designated point for easy accessibility and pick-up.

Ordering of Products

(a) Pre-order forms will be furnished to you by The Borden Company.

(b) This order must be completed and be available in the cooler at the time of the delivery for the driver to pick up.

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63D

Concluded they would have to go outside for other quotations -

Did - were terribly shocked - Quotations were tremendously

Example: On three day delivery -- Monday delivery, pick up order for Wednesday. Wednesday delivery, pick up order for Friday. Friday delivery, pick up order for Monday, etc.

On the five or six day delivery schedule, the order again must be completed and available in the cooler for the following day's delivery.

Please follow instructions in order that we may have no inconvenience or unnecessary expense by orders not being available as outlined above.

In all cases, order changes will not be accepted since they can be adjusted on the following day's order.

We recommend you try, whenever possible, to order merchandise in even cases. This may not be possible in smaller volume stores.

As always in the use of your order form, you must take into consideration your meat feature, the week-end pay days, 15th and 1st of the month, holidays, individual store promotions on dairy features, and consult your past order forms and inventories.

All products are under a "no return" basis and the only exception wil[illegible] or [illegible] defects. Please use care.

Codes

(a) Products are clearly coded on the gable of the milk items and on the bottom of all bucket products.

(b) All products are coded with an expiration date.

(c) Code date expiration shall be explained to you at future meetings.

(d) Please check code dates daily and rotate. There will be no services offered in regard to rotation and checking by the supplier. Do not make the customer unhappy by having old products in the case due to lack of attention to this operation.

For those stores who are presently on a three day drop delivery method, this should be nothing new for you. It might be well, however, to again review all of the procedures in the ordering and handling of dairy products.

We sincerely believe that this new milk program is another stride forward for our company and you will be able to achieve your ultimate sales goals and expectations.

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Schedule No. 2 - Part 1
(Zone No. 3)

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$4.0000
Market Administrator's Fee	.0200
Shrinkage	.0043
Procurement, Bulk Tank Premium, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$4.2743
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$4.2043

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $4.2043 per cwt. = $.0904

Half Gallons 4.30 pounds X 4.2043 per cwt. = .1808

Gallons 8.60 pounds X 4.2043 per cwt. = .3616

Schedule No. 3 - Part 1.
(Zone No. 4)

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$3.7800
Market Administrator's Fee	.0200
Shrinkage	.0041
Procurement, Bulk Tank Premiums, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.0541
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$3.9841

MILK COSTS BY ITEMS

Quarts 2.15 pounds x $3.9841 per cwt. = $ .0857

Half Gallons 4.30 pounds x 3.9841 per cwt. = .1713

Gallons 8.60 pounds x 3.9841 per cwt. = .3426

Schedule No. 4 - Part 1
(Zone No. 5)

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$ 3.8800
Market Administrator's Fee	.0200
Milk Foundation and City Health Inspection Fee	.0200
Waste	.0040
Premiums	.1000
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$ 4.0240
To 3.4% B.F. Finished Product	.0720
Cost of 3.4% Finished Product	$ 3.9520

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $3.9520	=	$ .0850
Half Gallons 4.30 pounds x 3.9520	=	.1699
Gallons 8.60 pounds X3.9520	=	.3398

EMS:

A&P LABEL COST [illegible]	Cost [illegible] DIFFERENTIAL A&P Justification from [illegible]
$ 757,387	$ 139,012

Schedule #1

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price - 3.5% B. F.	$ 4.2900
Market Administrator's Fee	.0200
Shrinkage 1%	.0045
Procurement, Bulk Tank Premiums Association Fees, Inner Zone Premiums, etc.	.2500
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$ 4.5645
To 3.4% B. F. Finished Product	.0740
Cost of 3.4% Finished Product	$ 4.4905

MILK COST BY ITEMS

Quart	2.15 pounds x $4.4905 per cwt.	=	$ .0966
Half Gallon	4.30 pounds x $4.4905 per cwt.	=	.1931
Gallon	8.60 pounds x $4.4905 per cwt.	=	.3862

Schedule No. 1 - Part 1
(Zone No. 2)

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$4.3200
Market Administrator's Fee	.0200
Shrinkage	.0045
Procurement, Bulk Tank Premiums, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.5945
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$4.5245

MILK COST BY ITEMS

Quarts 2.15 pounds X $4.5245 per cwt. = $.0973

Half Gallons 4.30 pounds X 4.5245 per cwt. = .1946

Gallons 8.60 pounds X 4.5245 per cwt. = .3891

Schedule No. 2 - Part 1
(Zone No. 3)

Dup

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$4.0000
Market Administrator's Fee	.0200
Shrinkage	.0043
Procurement, Bulk Tank Premium, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.2743
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$4.2043

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $4.2043 per cwt.	= $.0904
Half Gallons 4.30 pounds X 4.2043 per cwt.	= .1808
Gallons 8.60 pounds X 4.2043 per cwt.	= .3616

Schedule No. 3 - Part 1.
(Zone No. 4)

Dup

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$3.7800
Market Administrator's Fee	.0200
Shrinkage	.0041
Procurement, Bulk Tank Premiums, Association Fees, etc.	.2500
Total Cost of 3.5% Raw Milk	
F.O.B. Our Plant	$4.0541
To 3.4% B.F. Finished Product	.0700
Cost of 3.4% Finished Product	$3.9841

MILK COSTS BY ITEMS

Quarts 2.15 pounds x $3.9841 per cwt. = $ .0857

Half Gallons 4.30 pounds x 3.9841 per cwt. = .1713

Gallons 8.60 pounds x 3.9841 per cwt. = .3426

Using bottle common to both their label and names yet distinguish from competitors for separation at Chicago bottle exchange

3472

Schedule No. 4 - Part 1
(Zone No. 5)

Dup

FORMULA PRICE FOR RAW MILK

	Per Hundred Pounds
Producer Price 3.5% B.F.	$ 3.8800
Market Administrator's Fee	.0200
Milk Foundation and City Health Inspection Fee	.0200
Waste	.0040
Premiums	.1000
Total Cost of 3.5% Raw Milk F.O.B. Our Plant	$ 4.0240
To 3.4% B.F. Finished Product	.0720
Cost of 3.4% Finished Product	$ 3.9520

MILK COSTS BY ITEMS

Quarts 2.15 pounds X $3.9520 = $ .0850

Half Gallons 4.30 pounds x 3.9520 = .1699

Gallons 8.60 pounds X3.9520 = .3398

501

CXID-63
A

3473

3473

Staff

9/22/60

CXID-63
A

Yesterday's meeting with Elmer Schmidt on tribune concluded this matter.

Announced yesterday as never before that we seek competition.

At a point of time all details were covered - point of letter - sometime idea - has to be done and we have to cover same.

Talked about letter - H.P. has to realize that when you come out with a letter - the biggest single thing that has happened in the Chicago market. Reputation company will follow. H.P. - we know what we are - Understand and newspaper. Letter indicate - customer of same size - availability.

not below cost - not designed to injure; Difficult to prove my matter of cost - Purpose of meeting competition - In our prices ~~and~~ meeting of competition - You were in error as to state same. Ind. - Understand what you are saying, tremendously competent, glad you brought it up - Should bring me to the other hand.

RPM ... " Borden & A&P had a relationship for a great many years - great respect for our customership for us - Day came - A&P wanted P.L. milk - asked for a quotation - Studied and put together a quotation - A&P were surprised - thought they were going to get a much better price on P.L. - Concluded they would have to go outside for other quotation - Feel - were terribly shocked -

9/20/65

quotations were tremendously different. Told me
that if our quote was unchanged we were
out. Examined - decided we would have
to look at it from "anything" accounting.
Revised - now you have substantially
met the other quotes. 'E.S.' I think
this is 100% right - We will get into
this with Bill Lowe - Tom and legal counsel.
Have discussed the possible legal involvements
and am glad you brought this up.
Our previous story had quotations around
our bid.

Seen more than once - this brings you there.
Schedule reflects prices between various markets due
to difference in freight prices.

Corning glass gallons - talked to them about
this bringing the condition - but not details
what we were paying - stay away from P.L.
on glass and let me price it - [illegible]
anything.

9356 AIX

.188

Staff

9/22/65

Yesterday's meeting with Elmer Schmidt we believe concluded this matter.

Convinced yesterday as never before that we met competition.

At a point after all details were covered - point of letter - sensitive area - has to be done and we have to cover same -

Talked about letter - A&P has to realize that when you come out with a letter - the biggest single thing that has happened in the Chicago market. Litigation can very well follow. A&P is in same boat we are. Understand and recognizes. Letter indicate - customers of same size - availability. have to also say - our prices to you are defensable - not below cost - not designed to injure. Difficult to prove up matter of cost. Defense of meeting competition. In our opinion meeting of competition - you will be called on to state the same. Said - understand what you are saying, tremendously important, glad you brought it up - should hang on to the other bids.

RRM says "Borden and A&P had a relationship for a great many years - great respect for our customers - they for us. Day came - A&P wanted P. L. milk -asked for a quotation. Studied and put together a quotation - A&P was surprised - thought they were going to get a much better price on P. L.

63D

Concluded they would have to go outside for other quotations - Did - were terribly shocked - Quotations were tremendously different. Told us that if our quote was unchanged we were out. Examined - decided we would have to look at it from "anyhow" accounting. Revised - now you have substantially met the other quotes. "E.S." I think this is 100% right - We will get into this with Bill Lewis - Ira and legal counsel. Have discussed the possible legal involvement and am glad you brought this up. Our opinion they had quotations around our bid.

Said more than once - this brings you there. Schedules reflect prices between various markets tied to difference in farmer prices.

Covered glass gallons - talked to them about their buying the containers - Got into details what we were prefer - Stay away from P. L. in glass and let us price it-very receptive.

107

CX [illegible] = 64A

Copy of letter & attachments to ##A 9/27/65 (Rec'[illegible])

7

A&P Chicago

THE BORDEN COMPANY
CENTRAL DIVISION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

RALPH R. MINKLER
PRESIDENT

September 23, 1965.

Mr. Jack B. Pentz, President
Borden's Milk and Ice Cream Co.,
Division of The Borden Company
350 Madison Avenue
New York, New York 10017.

Dear Jack:

As of the time I am dictating this letter (which is right after noon) we have not had any further word from A & P. Everything stands right where it did when I talked to you by telephone this morning.

Enclosed are two sets of the material presented to Elmer Schmidt yesterday afternoon.

I again want to remind you that the figure of $882,837 when updated to September pay prices to the farmers, becomes approximately $820,000. Just so you have the detail on this it is as follows:

For Chicago-Calumet, the farmer price has moved from $4.29 to $4.32. This 3¢ increase in the cost of Milk will reduce A & P's savings in this area by $15,284.

In the South Bend area (Zone #2) the price is unchanged - it remains at $4.32.

In Zone #3 - Rockford-Joliet, the farmer price has moved from $4.00 to $4.21, which will reduce A & P's savings by $5,409.

Zone #4 is a Miscellaneous area in Illinois, and the price has moved from $3.78 to $4.21. This will affect A & P by $26,976.

In Zone #5, which is Rock Island, the price has moved from $3.88 to $4.31, with an affect of $15,246.

Added up, these total $62,916 - which when subtracted from the $882,837, approximates $820,000.

I am sincerely hoping that we get some final word from A & P today. After that, what unfolds from all of this, only time will disclose. I am sure it will be tremendous.

Cordially,

Ralph

Ralph R. Minkler.

RRM*mlb
enc 2 sets of prices:

COMMODITY	YEARLY USAGE UNITS	BORDEN LABEL COST	[illegible]
All Paper			
Gals. Homo	1,260,342	$ 887,449	# 789,235
½ Gals. Homo	7,044,909	2,541,638	2,704,357
Qts. Homo	2,543,658	511,749	441,936
Qts. Chocolate	226,443	53,802	47,068
½ Gals. Buttermilk	405,236	147,766	126,735
Qts. Buttermilk	683,401	133,796	101,417
½ Gals. 2%	1,022,943	338,294	300,160
½ Gals. Skim	630,604	212,438	188,645
Qts. Skim	522,252	98,211	85,224
½ Pts. Whip Cream	372,302	111,401	95,937
Pts. Half & Half	1,798,400	569,903	488,397
		$5,606,447	4,869,111

3479

18

schedule.

A&P LABEL COST Justification	DIFFERENTIAL A&P Justification from Br...
$	$
757,387	130,062
~~$835,623~~	~~$51,826~~
2,145,219	392,7[illegible]
~~2,377,978~~	~~163,366~~
43[illegible]	73,311
~~475,390~~	~~35,359~~
47,70 ✓	6,1[illegible]
~~52,329~~	~~1,473~~
12[illegible]45	22,521
~~135,423~~	~~12,343~~
100,0[illegible] ✓	32,874
~~117,176~~	~~16,620~~
286,5[illegible]	51,424
~~318,153~~	~~20,141~~
[illegible]	37,4[illegible]
~~197,964~~	~~15,512~~
[illegible]	24,021
~~83,393~~	~~14,818~~
96,5[illegible] ✓	14,56[illegible]
~~100,138~~	~~11,263~~
471,870	96,0[illegible]3
~~502,615~~	~~67,288~~
4,743,316	883,131
$5,197,182	$410,009

CX 65

3479-A

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66
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41

CX 65 A

TL TBE

SUMMARY PRESENT COST TO BORDEN

COMMODITY	YEARLY USAGE UNITS	BORDEN LABEL COST	BOWMAN'S A&P LABEL QUOTATION
ALL PAPER			
Gals. Homo	1,260,342	$ 887,449	$ 789,235
½ Gals. Homo	7,044,909	2,541,638	2,204,357
Qts. Homo	2,543,658	511,749	441,936
Qts. Chocolate	226,443	53,802	47,068
½ Gals. Buttermilk	405,236	147,766	126,735
Qts. Buttermilk	683,401	133,796	101,417
½ Gals. 2%	1,022,943	338,294	300,160
½ Gals. Skim	630,604	212,438	188,645
Qts. Skim	522,252	98,211	85,224
½ Pts. Whip Cream	372,302	111,401	95,937
Pts. Half & Half	1,798,400	569,903	488,397
		$5,606,447	$4,869,111

CX 652

3/11

QUOTATIONS

BORDEN'S A&P LABEL QUOTATION	COST SAVINGS BORDEN VS A&P QUOTATION FROM BORDE
$ 757,387	$ 130,062
2,148,909	392,729
438,438	73,311
47,702	6,100
125,245	22,521
100,922	32,874
286,870	51,424
174,951	37,487
74,190	24,021
96,832	14,569
471,870	98,033
$4,723,316	$ 883,131

CX65B

9/28

Mr. Bartels

3481

Attached is the latest detail on A&P label milk. It includes

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Summary of Borden vs Brennan's A&P
Borden A&P
Borden's Quotations and program
Quotes on all as of May 8 produce prices
Brennan's quotations

A&P gallon glass home & w/s is not quoted in the attached because for them to do so would mean:

Carrying additional glass inventory o

label and a new yet distinguish
from competitors for separation
at Chicago bottle exchange
Color band on neck might
suffice.

Further do we want to encourage
sale of gallons when they have
been troublesome at the store line

The Chicago Unit presently leans toward
retention of Borden label - however
we have not had our final meeting
on this subject.

001.08

Borden's quotation is applicable to all
166 Iowa stores. Which dairies would be
dropped has not been resolved.

Jr. [illegible] Label will be listed in addition to Borden & A&P temporarily until experience can be gained.

Quotations are based on producers prices as of May 8th. The differential between Borden & A&P on todays prices would be approx $60,000 less or $8-10,000.— since Borden has absorbed the increase on their own label since that date. /

Jr., I shall call you tomorrow (Wed AM)

6.

Bordens letter concerning "proportionately equal" prices will be here tomorrow

Manager will see me next wk - doubtful will have quotations however

187

3483

Form 242 - 4-64
Ptd. in U.S.A.

INTER-COMPANY CORRESPONDENCE

To: Mr. E. R. Schmidt

From: F. B. Carver

Date 10/14/65

Subject: A&P (Private) Label Milk

Confirming our conversation, Mr. Herschel Smith, of Headquarters called and advised that Chicago Unit has approval to handle private label milk.

A confiming letter from Mr. Smith will be mailed tomorrow, the 15th.

FBCarver
F. B. Carver

Copies:
Mr. E. J. Vogel
Mr. M. E. Pierce
Mr. R. G. Gamble

10/15 To Borden - G. Farr
Will begin ~~[illegible]~~ 11/1

CX 70

1

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Mr. E. R. Schmidt F. B. Carver 10/14/65

A&P (Private) Label Milk

Confirming our conversation, Mr. Herschel Smith, of Headquarters called and advised that Chicago Unit has approval to handle private label milk.

A confirming letter from Mr. Smith will be mailed tomorrow, the 15th.

F. B. Carver

Introducing A&P
Nov 1, 1965

Copies:
Mr. E. J. Vogel
Mr. H. F. Pierce
Mr. R. C. Camble

3497

75 I

October 20, 1965

THE BORDEN COMPANY

MISCELLANEOUS AREA (ZONE NO. 4)

187

7/18

A&P

10/14/65

Jan reported late in the afternoon that he had a telephone call from Elmer Schmidt today indicating that we were the private label supplier and that he wanted to wait until Jan the first story on Friday morning.

The points were impressed to Jan of the importance of proper timing to organize the program both from A&P standpoint and ours. Training of personnel, procurement of cartons etc were only a few of the matters involved. It was our hope that possibly the starting date would not be earlier than Dec. 1, 1965.

Jan indicated that A&P had scheduled an organization meeting in this area on Oct 26, 1965 and thought that the matter would be discussed then.

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3498

October 20, 1965

75

THE BORDEN COMPANY

ROCK ISLAND AREA (ZONE NO. 5)

19°

71B

A&P 10/14/65

Tarr reported late in the afternoon that he had a telephone call from Elmer Schmidt who indicated that we were the private label supplier and that he wanted to visit with Tarr the first thing on Friday morning.

The point was expressed to Tarr of the importance of proper time to organize the program both from A&P standpoint and ours. Training of personnel, procurement of cartons, etc. were only a few of the matters involved. It was our hope that possibly the starting date would not be earlier than Dec. 1, 1965.

Tarr indicated that A&P had scheduled an organization meeting in this area on Oct. 26, 1965 and thought that the matter would be discussed then.

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10/15 & A&P Chicago

THE BORDEN COMPANY
CENTRAL DIVISION

CX(D)-72A

151

10/5/60

A. P.

Jane indicated he visited with Elmer Schmidt. Schmidt indicated that they plan to introduce P.L. all over their territory by 11/1/60. Jane mentioned the possibility of introduction in various areas step by step which would allow time to gain experience and performance, but Schmidt indicated that they have made up their minds for an overall introduction at the same time.

Schmidt indicated that the week commencing 11/5/60 was the latest possible date and that the cans would be allocated - 50% P.L. - 50% Borden labels. In those stores where competition presently exists such as for instance, Mueller Pinehurst, they would still have some space.

192.

A&P 10/15/65

Tarr indicated he visited with Elmer Schmidt. Schmidt indicated that they desired to introduce P.L. all over their territory by 11/1/65. Tarr reviewed the possibility of introduction in various areas step by step which would allow time to gain experience and performance, but Schmidt indicated that they have made up their minds for an overall introduction at the same time.

Schmidt indicated that the week commencing 11/5/65 was the latest possible date and that the cases would be allocated - 50% P. L. - 50% Borden labels. In those stores where competitors presently serve such as Joe Lewis, Mueller Pinehurst, they would still have case space.

September 21, 1965

CX 75A

155

The Borden Company - Central Division

A & P Private Label Program

The new A & P Private Label milk program is based upon the following mutual understandings and the essentials of this new program are outlined below:

1. Borden personnel will assist in the formulation of this new program.

2. Borden personnel will also assist A & P personnel during the introductory period in the various phases of ordering and rotating of merchandise so that the program will achieve its ultimate sales goals and expectations. (Suggested Bulletins to Supervisors and Store Managers attached.)

3. A complete line of dairy products, as supplied by The Borden Company, should be featured in your dairy case.

4. Deliveries will be on a limited service basis as follows:

   (a) Stores served on a three-day per week basis will receive one delivery on Monday-Wednesday-Friday or Tuesday-Thursday-Saturday.

will receive one delivery per day.

(c) The delivery time to each store will be handled in a manner to effectuate the most efficient delivery schedule.

(d) Special deliveries shall not be made except in unusual instances, such as Borden's failure to perform on the advance order.

New

Availability change only.

5. Deliveries at the store level shall be handled in the following manner:

(a) To the receiving door of the store. ok

(b) To a designated place on the receiving platform. ok

(c) To a refrigerated storage box that can be entered directly from a platform or ground level location and into which dairy products can be conveniently stocked.

(d) If dairy products are delivered to a refrigerated storage box, adequate storage space shall be provided so that proper rotation of carry-over merchandise can be handled by store personnel.

(e) Empty milk cases and bottles shall be placed at a designated point for easy accessibility and pickup.

Price list prices dependent on moving product - spoilation [illegible] ?

II TBF 116

CX 175

75B

6. Ordering of Products. *

(a) Advance order delivery tickets shall be supplied by The Borden Company. — Now to all but 5-6 day del points.

previously — (b) Advance order tickets for the following delivery shall be completed for presentation to the Borden driver at time of delivery.

7. Code Dates.

(a) Products are clearly coded on the gable of the milk items and on the bottom of all bucket products.

(b) All products are coded with an expiration date.

(c) Code date expirations shall be explained in the Chicago Unit Office and at local levels.

8. Credit for Product Returns.

(a) Credit for product returns shall be only on the basis of faulty containers or product remaining within code date.

9. Borden's will not be obligated to furnish any merchandising material: price promotions, demonstrators, or special displays on A & P labelled products under this program. [illegible] [illegible]

10. Borden salesmen's services will be supplied at the store level only, to follow through on a complaint covering such matters as service, product, or container. ✓ ✓ ✓

* G. Tea Chg or other markets (Indianapolis etc) for inventory controls at store level - if any.

8

75C

Suggestion for

BULLETIN NO. I

ATTENTION STORE NO.__________

TO: SUPERVISORS AND STORE MANAGERS

Your store will be serviced with A & P labeled milk products by The Borden Company on a drop shipment delivery basis.

The essentials of this new purchasing arrangement are as follows:

1. Limited deliveries.
2. No returns.
3. No service in regard to rotation, stocking, etc.
4. Pre-order of merchandise.

We will advise you shortly of the requirements of ordering and handling of milk products under this new program and of our arrangements with Borden's.

The Borden Company will soon hold a series of meetings to explain to you the coordination of deliveries and to evaluate your physical set-up. The new pre-order system and control guide will help you obtain a pattern in regard to your requirements. These things must be covered in order that you may sensibly pre-order merchandise from the above supplier for your store's needs.

Please give these people your utmost cooperation. We recommend that you fully explain these procedures to your Assistant Manager, Dairy Department Head, or someone responsible for the operation and the ordering of dairy products. The new aspects of this system should be thoroughly understood and followed by members of your organization.

We will advise you shortly in regard to items and procedures and other details.

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BULLETIN NO. II

ATTENTION STORE NO. ________ 3492

TO: SUPERVISORS AND STORE MANAGERS

The new A & P private label milk delivery program has now been worked out, and deliveries to your stores will start on Monday ________. With this new program, we will be getting maximum benefits from the fast moving dairy items and it will be to our advantage for you to work with your supplier to handle this properly in order that we may all be successful in this venture.

Deliveries will be made on a limited service basis as follows:

(a) Stores served on a three day per week basis will receive one delivery on Monday-Wednesday-Friday or Tuesday-Thursday-Saturday.

(b) Stores served on a five or six day per week basis will receive one delivery per day.

(c) Special deliveries shall not be made except the failure of Borden's to perform on the advance order.

Deliveries at the store level shall be handled in the following manner:

(a) To the receiving door of the store.

(b) To a designated place on the receiving platform.

(c) To a refrigerated storage box that can be entered directly from a platform or ground level location and into which dairy products can be conveniently stocked.

(d) If dairy products are delivered to a refrigerated storage box, adequate storage space shall be provided so that proper rotation of carry-over merchandise can be handled by store personnel.

(e) Empty milk cases and bottles shall be placed at a designated point for easy accessibility and pick-up.

Ordering of Products

(a) Pre-order forms will be furnished to you by The Borden Company.

(b) This order must be completed and be available in the cooler at the time of the delivery for the driver to pick up.

75 E

Example: On three day delivery -- Monday delivery, pick up order for Wednesday. Wednesday delivery, pick up order for Friday. Friday delivery, pick up order for Monday, etc.

On the five or six day delivery schedule, the order again must be completed and available in the cooler for the following day's delivery.

Please follow instructions in order that we may have no inconvenience or unnecessary expense by orders not being available as outlined above.

In all cases, order changes will not be accepted since they can be adjusted on the following day's order.

We recommend you try, whenever possible, to order merchandise in even cases. This may not be possible in smaller volume stores.

As always in the use of your order form, you must take into consideration your meat feature, the week-end pay days, 15th and 1st of the month, holidays, individual store promotions on dairy features, and consult your past order forms and inventories.

All products are under a "no return" basis and the only exception will be for manufacturing defects. Please use care.

Codes

(a) Products are clearly coded on the gable of the milk items and on the bottom of all bucket products.

(b) All products are coded with an expiration date.

(c) Code date expiration shall be explained to you at future meetings.

(d) Please check code dates daily and rotate. There will be no services offered in regard to rotation and checking by the supplier. Do not make the customer unhappy by having old products in the case due to lack of attention to this operation.

For those stores who are presently on a three day drop delivery method, this should be nothing new for you. It might be well, however, to again review all of the procedures in the ordering and handling of dairy products.

We sincerely believe that this new milk program is another stride forward for our company and you will be able to achieve your ultimate sales goals and expectations.

75-F

October 20, 1965

THE BORDEN COMPANY

CHICAGO - CALUMET AREA (ZONE NO. 1)

A & P PRIVATE LABEL

(Related to the Present Announced Superpool Class I Price of $4.32)

	Net for A & P Private Label
Homo V. D. Milk - Gal. Paper	.6248
Homo V. D. Milk - 1/2 Gal. Paper	.3124
Homo V. D. Milk - Qts. Paper	.1712
2% - 1/2 Gal. Paper	.2914
Vitamin Fortified Skim - 1/2 Gal. Paper	.2834
Vitamin Fortified Skim - Qts. Paper	.1407
Half & Half - Pts. Paper	.2447
Chocolate Milk - Qts. Paper	.2157
Buttermilk - 1/2 Gal. Paper	.3044
Buttermilk - Qts. Paper	.1567
Whipping Cream - 1/2 Pts. Paper	.2647

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3508

October 20, 1965 75 G

THE BORDEN COMPANY

SOUTH BEND AREA (ZONE NO. 2)

A & P PRIVATE LABEL

(Related to the Present Announced Superpool Class I Price of $4.32)

	Net Price for A & P Private Label Products by Type and Method of Delivery	
	3-Day Per Week Drop Delivery	6-Day Per Week Drop Delivery
mo V. D. Milk - Gallon Paper	.5848	.6248
mo V. D. Milk - 1/2 Gal. Paper	.2924	.3124
mo V. D. Milk - Quart Paper	.1612	.1712
- 1/2 Gal. Paper	.2714	.2914
amin Fortified Skim - 1/2 Gal. Paper	.2634	.2834
amin Fortified Skim - Quart Paper	.1347	.1447
lf & Half - Pint Paper	.2337	.2447
ocolate Milk - Quart Paper	.2057	.2157
ttermilk - 1/2 Gal. Paper	.2844	.3044
ttermilk - Quart Paper	.1467	.1567
ipping Cream - 1/2 Pint Paper	.2547	.2647

rices apply to stores located in the geographical area subject to the terms of the icago Superpool which are as follows:

Stores Receiving 3-Day Per Week Delivery:

South Bend (6 stores), Mishawaka
Elkhart, Goshen, LaPorte, Valparaiso,
Walkerton and Michigan City.

Stores Receiving 6-Day Per Week Delivery:

Chesterton, South Bend (1 store).

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October 20, 1965

THE BORDEN COMPANY

ROCKFORD AREA (ZONE NO. 3)

A & P PRIVATE LABEL

(Related to the Present Announced Superpool Class I Price of $4.25)

	Net Price for A & P Private Label Products by Type and Method of Delivery
	6-Day Per Week Drop Delivery
Homo V. D. Milk - Gal. Paper	.6188
Homo V. D. Milk - 1/2 Gal. Paper	.3094
Homo V. D. Milk - Quart Paper	.1697
2% - 1/2 Gal. Paper	.2884
Vitamin Fortified Skim - 1/2 Gal. Paper	.2804
Vitamin Fortified Skim - Quart Paper	.1432
Half & Half - Pint Paper	.2432
Chocolate Milk - Quart Paper	.2142
Buttermilk - 1/2 Gal. Paper	.3014
Buttermilk - Quart Paper	.1552
Whipping Cream - 1/2 Pint Paper	.2632

Prices apply to stores located in the geographical area subject to the terms of the Rockford Superpool which are as follows:

Stores Receiving 6-Day Per Week Delivery:

Lockport, Aurora (2 stores), Joliet (6 stores), Rockford (5 stores), Freeport and Loves Park:

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THE BORDEN COMPANY

MISCELLANEOUS AREA (ZONE NO. 4)

A & P PRIVATE LABEL

(Related to the Present Announced Superpool Class I Price of $4.25)

	Net Price for A & P Private Label Products by Type and Method of Delivery		
	3-Day Per Week Drop Delivery	5-Day Per Week Drop Delivery	6-Day Per Week Drop Delivery
mo V. D. Milk - Gal. Paper	.5788	.6088	.6188
mo V. D. Milk - 1/2 Gal. Paper	.2894	.3044	.3094
mo V. D. Milk - Quart Paper	.1597	.1672	.1697
- 1/2 Gal. Paper	.2684	.2834	.2884
tamin Fortified Skim Milk-1/2 Gal. Paper	.2604	.2754	.2804
tamin Fortified Skim Milk - Qt. Paper	.1332	.1407	.1432
lf & Half - Pint Paper	.2332	.2407	.2432
ocolate Milk - Quart Paper	.2042	.2117	.2142
ttermilk - 1/2 Gal. Paper	.2814	.2964	.3014
ttermilk - Quart Paper	.1452	.1527	.1552
hipping Cream - 1/2 Pint Paper	.2532	.2607	.2632

ices apply to stores located in the geographical area subject to the announced Class I lk prices under Federal Order No. 30, (which Class I milk prices are not subject to oducer "superpool" payments) which stores are as follows:

Stores Receiving 3-Day Per Week Delivery:

Manteno
Marseilles
Spring Valley
Culver
Mendota
Momence
Ottawa
Sandwich
Knox
St. Annes
~~Streator~~
Plano
North Judson
Gilman
Pontiac
Lacon
Galena
LaSalle
Princeton
Minonk
Warren

Stores Receiving 5-Day Per Week Delivery:

Belvidere
Rochelle
Dixon
Marengo
Polo
DeKalb
Mt. Morris

Stores Receiving 6-Day Per Week Delivery:

Woodstock
Fox Lake
Pecatonica
Kankakee (2 stores)
Wilmington
McHenry
Antioch
Wauconda
Crystal Lake
Zion

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3498

THE BORDEN COMPANY

ROCK ISLAND AREA (ZONE NO. 5)

A & P PRIVATE LABEL

(Related to the Present Announced Superpool Class I Price of $4.35)

	Net Price for A & P Private Label Products by Type and Method of Delivery
	3-Day Per Week Drop Delivery
Homo V.D. Milk Gal. Paper	.5876
Homo V.D. Milk 1/2 Gal. Paper	.2938
Homo V. D. Milk Quart Paper	.1619
2% - 1/2 Gal. Paper	.2728
Vit. Fort. Skim Milk 1/2 Gal. Paper	.2648
Vit. Fort. Skim Milk Quart Paper	.1354
Half & Half Pint Paper	.2354
Chocolate Milk Quart Paper	.1976
Buttermilk Quart Paper	.1474
Whipping Cream 1/2 Pint Paper	.2554

Prices apply to stores in the geographical area subject to the announced Class I Milk prices under Federal Order No. 63, (which Class I Milk prices are not subject to producer "Super Pool" payments) which stores are as follows:

Stores Receiving 3-Day Per Week Delivery:

- Geneseo
- Kewanee
- Lanark
- Moline (2 stores)
- Mt. Carroll
- Rock Island
- Savannah
- Sterling
- Toulon
- Galesburg (2 stores)
- ~~Clinton~~
- ~~Davenport (2 stores)~~

16

202

12/15
2
A&P
Chicago

Make copy of your [illegible]

-No copy for me-

THE BORDEN COMPANY
CENTRAL DIVISION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

RALPH R. MINKLER
PRESIDENT

December 7, 1965.

Mr. Jack B. Pentz, President
Borden's Milk and Ice Cream Co.,
Division of The Borden Company
350 Madison Avenue
New York, New York 10017.

Dear Jack:

A few days ago we had a 'phone conversation, during which I made some comment about the trend of A & P sales volume. It has been extremely disturbing to us, particularly here in Chicago and in Milwaukee. Currently, the Chicago volume is running about 11% behind weekly and their year to date position is down 8%.

In Milwaukee the weekly decline on my last report was 17½% and the year to date stands at 20½%. These figures reflect a trend which has been going on for many months and it deeply disturbs us, of course.

You asked me to give you some elaboration on this.

To be real succinct about all that needs to be said is that this customer just has not been aggressive. Naturally, I cannot tell you why this is, but I can tell you that it seems to be a sensitive subject with A & P people and one that we can only comment upon to them with extreme care.

As near as we can find out, milk sales and overall store sales are suffering to about the same extent. This is partly an assumption as far as we are concerned, because we get conflicting statements, depending upon the person to whom we are talking. One fellow will say: "Look, you haven't anything to worry about, our overall sales are down (but don't quote me) more than milk is off." Another one will say: (and it may be because he thinks it is good propaganda) "the milk volume in our stores is off somewhat more than the overall."

CX 75 P

~~CX ID 75 A~~

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CX 10-79

FILE MEMO

5/23/66

ESTIMATED INCREASED COST FACTORS

Re: May 1966

Mr. Jack B. Pentz

December 7, 1965.

There is more than one reason for their present position, of course. For years, both here and in Milwaukee, the A & P was the dog with the bone! They were the biggest and they were vulnerable. The attached sheet from a Milwaukee Journal Consumer Analysis shows how their percentages of household's buying from them dropped from 15.6 in 1964 and will be down to 7.5 in 1966. I can remember when this 15.6 figure was up close to 40%. In Milwaukee, Kohl's have expanded substantially. So have the Sentry Stores and other major groups.

The following comments pertain particularly to the Chicago area:

1. In 1965, A & P had no major promotional activity to bring customers into their stores such as dishware promotions, mailers with coupons and giveaways and very few bonus stamp promotions - all of which were heavy volume producing activities throughout 1964.

2. A & P's competition such as Jewel, National Tea and others have followed one promotion after another all year with mailers for free merchandise and other valuable coupons, newspaper ads heavy with "cash off" coupons and, in the instance of National Tea and Kroger, newspaper coupons good for bonus stamps on many items each week.

3. During the year, new super markets with aggressive selling activities have opened near many former high volume A & P stores and have seriously affected A & P's volume at those locations.

4. Generally speaking, Jewel and others have more help in their stores and customers move through their check-out lanes more rapidly. In many A & P stores during their peak sales periods, checkers have had to do their own bagging, not all lanes are open, and long lines back up in the store.

5. A & P is not competitive pricewise with competition with certain items. An example is glass gallons of milk. Certified, Grocerland and others operating stores in close proximity of A & P stores are featuring and selling gallon jugs for 69¢ while A & P sells for 79¢. Other chains will

CX 750

~~CX ID 175~~

meet all competition while A & P will only meet the competition if the competing store near them is a corporate chain such as Jewel or National.

Of course, when it comes to commenting on advertising, it is important to recognize that personal opinion is very much involved. Attached is a "Who Cares" ad that somehow hits me wrong. In conjunction with this series, they have had large window signs prominently displayed in all their stores - the copy reading "WHO CARES FOR YOU? WE CARE." This seems to me to say that they recognize some of their shortcomings (again in my opinion) and can be more negative than positive.

When you ask me to comment, Jack, you stated that you wanted to pass this information on to Harry Archer. I assume this was simply to add to his background knowledge of the A & P picture. As I indicated before, we have found that A & P personnel are pretty sensitive to almost anything which seems to imply any question in our minds about their approaches, even though we always preface anything of this nature by pointing out our mutual interest and our desire to be helpful, if possible.

I'd sum up all of this once more by saying that the problem is basically one of not being aggressive on the selling side of their business. We have certainly learned they're aggressive as the devil on the buying side!

It is likely that their problem will get worse, unless some dominating changes are introduced. For example, if A & P becomes completely preoccupied with the Private Label approach and tries harder and harder to hide the advertised brands - their competition will start playing the game in just the opposite manner.

Maybe this is a way brand names will eventually begin to move back into the ascendency.

Cordially,

Ralph R. Minkler.

RRM*mlb
attachment.

CX 75 R

~~CX10 175C~~

80 B

Compiled by The Milwaukee Journal—Nov. 1, 1965

Retail Food Groups

	Number of Stores Greater Milwaukee (4 County Area)	Total Stores in Wisconsin or Serviced From Milwaukee Whse.
Kohl's Food Stores	29	34
National Food Stores	36	62
Atlantic & Pacific Tea Co.	52	140
Kroger Food Stores	23	61
Sentry Food Stores	29	57
Shop Rite Stores	15	38
Red Bell Stores	82	243

Kohl's Food Stores
11100 W. Burleigh St., 771-3000
Max Kohl, Herbert Kohl, Sidney Kohl, Allen Kohl
Walter Nowhauser, Buyer
Dick Lisberg, Buyer
Mrs. Inez Barnard, Asst. Buyer
Wm. Innes, Meats
Fred Jawer, Delicatessen
Frank Kastner
Nick MacKondy, Adv.
Ray Patin, Frozen Foods
David Harkavy, Produce

National Food Stores
2727 W. Silver Spring, 463-1321
Walter Kalm, Div. Mgr.
Buyers: Jim Bartz
Neele Neelen
Gene Wage, Meats
Jerry Lohman, SM.

Atlantic & Pacific Tea Co.
11500 W. Burleigh St., 453-8400
Daniel M. Reardon, V.P.
Buyers: Don Dixon
Don Cathcart
Don Wezer
Ralph Johnson
Elmer Gunter, Meats
Ralph Franzen, SM. and AM.
Hugh G. MacMillan, Asst. SM.
Lorenz Kronke, Adv.

Kroger Food Stores
4700 N. 132nd St., Butler, Wis., 781-0330
Jack W. Davis, Vice-President
Richard Koster, Merchandise Manager
William Whiting, Advertising Manager
Buyers: Jack Wines, Grocery
Eugene Clark
John Foss
Erv Holzman, Meat
Wayne Harris, Produce
Merchandisers: A. R. Tousey, Grocery
Jim Ditty, Meat
Harry Marks, Produce

Sentry Food Stores
Godfrey Co.
1200 W. Sunset Dr., Waukesha, Phone 542-0311
James E. Godfrey, Pres.
John Godfrey, Executive Vice-Pres.
Ken Wilkinson, Dir. of Pur., Grocery and Meats
Dick Browne, Dir. of Adv.
Bert Block, Dir. of Produce

Shop Rite Stores

Red Bell Stores
Roundy's, Inc.
11300 W. Burleigh St., 453-8200
Jim Aldrich, Pres.
Buyers: Sam Lewis
Roland Schumann
Gordon Nowers
Don Kolvenbach
Len Raddatz, Meats
John Spicuzza, Prod.
Elroy F. Ihlenfeld, V.P.
Cleto Bartelt, SM.
Tom Reading, AM.
Garry Pisarek, Asst. AM.

CX 75 S

~~CX10 175~~

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Red Owl Stores 4016 N. Teutonia Ave., 371-9310 Neal Jenson, Dist. Mgr., Milwaukee Val Schultz, Divisional Mgr., Green Bay Buying. 215 E. Excelsior Blvd., Hopkins, Minn. William Quinn, V.P.	11	42
Cardinal Food Stores Consolidated Foods Corp., Chicago, Ill.	10	10
4-U Discount Foods	1	1
Halan's 2656 N. 76th St., 476-0735 Ramon C. George, Gen. Mgr.	3	3
AG Stores Associated Grocers, Inc. 1515 S. Sunny Slope Rd., 786-0210 Tom L. Billington, Exec. V.P. and Gen. Mgr. T. D. Billington, Asst. Mgr. and Buyer Clifton F. Jacobs, Buyer and Adv. Mgr.	142	165
Treasure Island Stores Hinky-Dinky, Inc., Omaha, Neb.	3	4
Neighborhood Stores (Independent).	400	3,500

*Milwaukee Journal Estimate—Stores not otherwise listed

Grocery Buying Habits

1966 MILWAUKEE JOURNAL
CONSUMER ANALYSIS
Survey conducted Oct., 1965

Division of All Greater Milwaukee* Households According to Place Where They Last Bought Groceries

	Per Cent			Number		
	1966	1965	1964	1966	1965	1964
All Stores Shopped	100.0%	100.0%	100.0%	414,600	407,900	401,600
Kohl's	24.4	20.0	17.5	101,200	81,600	70,300
National Food Stores	20.0	16.5	16.3	82,900	67,300	65,500
Sentry	11.4	12.6	11.4	47,300	51,400	45,800
Kroger	10.8	10.9	12.1	44,800	44,500	48,600
X A. & P. Stores	7.5	13.0	15.6	31,100	53,000	62,600
Neighborhood Stores, Independent	7.1	8.0	7.6	29,400	32,600	30,500
Red Owl	3.9	4.6	4.6	16,200	18,800	18,500
Shop Rite	3.1	2.5	2.2	12,900	10,200	8,800
Cardinal	3.0	2.7	2.4	12,400	11,000	9,600
Treasure Island	1.8			7,500		
I. G. A.	1.7	3.0	2.9	7,000	12,200	11,600
Super-Valu	1.4	1.7	......	5,800	6,900	......
Red Bell	1.3	1.1	1.7	5,400	4,500	6,800
A G Shurfine Foods	.9	.9	1.1	3,700	3,700	4,400
Other	1.7	1.8	3.5	7,000	7,300	14,100
Total Sample	3,022	6,264	5,520			
Sample Base	3,022	6,264	5,520			

*MILWAUKEE, WAUKESHA, OZAUKEE and WASHINGTON counties.

NOTE: The above information should not be taken literally as the percent of business being done by each group. A July 1 revision in the Wisconsin lottery law legalizing certain kinds of store give-aways resulted in heavy promotions by several chains during the period from Oct. 1 to 15 when 90% of questionaires were returned by respondents.

CX 75 T

~~CX 10 175 E~~

RELATION OF PRIVATE LABEL TO BORDEN
A & P STORES

Week Ending 12/25/65

12 Items Private Label	370,740 Points
Same 12 Items Borden's	262,337 Points
12 Items Percentage Private Label	58.86%
Percentage Private Label to Total Sales	46.31%

(Total Sales 800,583)

Private Label Weekly Percentage Summary from November 1

	Percentage of P. L. to Total of 12 Private Label Items	Percentage of P. L. to Total Sales
Week Ending 11/6	55.22	43.94%
Week Ending 11/13	48.86	37.48%
Week Ending 11/20	50.42	38.54%
Week Ending 11/27	50.49	36.47%
Week Ending 12/4	49.35	35.41%
Week Ending 12/11	48.15	38.08%
Week Ending 12/18	51.83	40.52%
Week Ending 12/25	58.86%	46.31%

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CX 75 4

THE BORDEN COMPANY - [illegible]

THE GREAT ATLANTIC AND PACIFIC TEA COMPANY

COMPARATIVE VALUE OF DAIRY PRODUCTS - ALL STORES - PURCHASED 1965-1964

Week Ending	Weekly Purchases 1965	Weekly Purchase 1964	Weekly Percentages	Accum. Total 1965	Accum. Total 1964	Year to Date %
Jan. 2	149316.53	-	-	-	-	-
Jan. 9	149593.06	-	-	-	-	-
Jan. 16	143750.74	-	-	-	-	-
Jan. 23	147246.87	-	-	-	-	-
Jan. 30	146061.12	-	-	-	-	-
Feb. 6	148220.37	-	-	-	-	-
Feb. 13	145518.25	-	-	-	-	-
Feb. 20	139379.59	-	-	-	-	-
Feb. 27	140417.16	-	-	-	-	-
Mar. 6	146087.11	-	-	-	-	-
Mar. 13	141078.98	-	-	-	-	-
Mar. 20	137668.52	-	-	-	-	-
Mar. 27	137025.13	-	-	-	-	-
pr. 3	138162.85	-	-	-	-	-
pr. 10	134194.61	-	-	-	-	-
pr. 17	143239.97	-	-	-	-	-
pr. 24	130397.78	-	-	-	-	-
May 1	134563.82	-	-	-	-	-
May 8	132789.92	-	-	-	-	-
May 15	128812.26	-	-	-	-	-
May 22	130323.73	-	-	-	-	-
May 29	135920.22	-	-	-	-	-
June 5	123662.37	-	-	-	-	-
June 12	131556.11	-	-	-	-	-
une 19	134824.44	-	-	-	-	-
une 26	133060.18	-	-	-	-	-
uly 3	137705.27	-	-	-	-	-
uly 10	120858.42	-	-	-	-	-
uly 17	131961.15	-	-	-	-	-
uly 24	129483.52	-	-	4,124,080.05	-	-
uly 31	131630.59	-	-	4,255,710.64	-	-

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THE BORDEN COMPANY - CHICAGO METROPOLITAN REGION
THE GREAT ATLANTIC AND PACIFIC TEA COMPANY
ALL STORES - SALES UNITS COMPARISON 1965 - 1964

Week Ending	1965 No. Stores	Weekly Unit Sales 1965	1964 No. Stores	Weekly Unit Sales 1964	Weekly Percentage	Accum. Units 1965	Accum. Units 1964	Accum. Units Percenta
Jan. 2	257	859555	260	913634	(5.92)	859555	913634	(5.92)
Jan. 9	257	839055	260	865293	(3.03)	1698610	1778927	(4.52)
Jan. 16	257	804688	260	851854	(5.54)	2503298	2630781	(4.85)
Jan. 23	257	820260	260	825024	(.58)	3323558	3455805	(3.83)
Jan. 30	257	814710	258	859404	(5.20)	4138268	4315209	(4.10)
Feb. 6	257	826759	258	852038	(2.97)	4965027	5167247	(3.91)
Feb. 13	257	814314	257	839997	(3.06)	5779341	6007244	(3.79)
Feb. 20	257	780502	257	844388	(7.57)	6559843	6851632	(4.26)
Feb. 27	257	781942	257	828294	(5.60)	7341785	7679926	(4.40)
Mar. 6	257	817023	257	846789	(3.51)	8158808	8526715	(4.31)
Mar. 13	257	790182	257	841927	(6.15)	8948990	9368642	(4.48)
Mar. 20	258	772652	257	830069	(6.92)	9721642	10198711	(4.67)
Mar. 27	258	765685	257	898782	(14.81)	10487327	11097493	(5.50)
Apr. 3	258	775909	257	823121	(5.74)	11263236	11920614	(5.51)
Apr. 10	258	752133	257	821691	(8.47)	12015369	12742305	(5.71)
Apr. 17	258	792840	257	828073	(4.25)	12808209	13570378	(5.62)
Apr. 24	258	734755	257	814828	(9.83)	13542964	14385206	(5.86)
May 1	258	758095	258	832269	(8.91)	14301059	15217475	(6.02)
May 8	258	739685	258	806563	(8.29)	15040744	16024043	(6.14)
May 15	258	721592	258	803141	(10.15)	15762336	16827184	(6.33)
May 22	258	727374	258	796266	(8.65)	16489710	17623450	(6.49)
May 29	258	763337	258	691313	10.42	17253047	18314763	(5.80)
June 5	258	719255	258	870871	(17.41)	17972302	19185634	(6.32)
June 12	258	737442	258	826386	(10.76)	18709744	20012020	(6.51)
June 19	258	755282	258	805820	(6.27)	19465026	20817840	(6.50)
June 26	258	749362	258	811206	(7.62)	20214388	21629046	(6.54)
July 3	258	777477	258	741741	4.82	20991865	22370787	(6.16)
July 10	258	675216	258	869160	(22.31)	21667081	23239947	(6.77)
July 17	258	738477	258	818330	(9.76)	22405558	24058277	(6.87)
July 24	258	730696	257	814700	(10.31)	23136254	24872977	(6.98)
July 31	257	725674	257	791350	(8.30)	23861928	25664327	(7.02)

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THE BORDEN COMPANY - CHICAGO METROPOLITAN REGION
THE GREAT ATLANTIC & PACIFIC TEA COMPANY
COTTAGE CHEESE SALES TO WAREHOUSE & STORE DOOR SALES

Week Ending	#Lbs. -1965	#Lbs. 1964	%	Accum. Lbs. '65	Accum Lbs. '64	%
Jan. 2	55601	92867	(40.13)	55601	92867	(40.13)
Jan. 9	78977	86546	(8.75)	134578	179413	(24.99)
Jan. 16	82981	92366	(10.16)	217559	271779	(19.95)
Jan. 23	81445	90411	(9.92)	299004	362190	(17.43)
Jan. 30	95475	97224	(1.80)	394479	459414	(14.13)
Feb. 6	143485	90049	59.34	537964	549463	(2.09)
Feb. 13	104069	122780	(15.24)	642033	672243	(4.49)
Feb. 20	142033	145082	(2.10)	784066	817325	(4.07)
Feb. 27	72633	101745	(28.61)	856699	919070	(6.79)
Mar. 6	94907	90914	4.39	951606	1009984	(5.78)
Mar. 13	116437	94752	22.89	1068043	1104736	(3.32)
Mar. 20	68141	148940	(54.25)	1136184	1253676	(9.37)
Mar. 27	70196	90081	(22.07)	1206380	1343757	(10.22)
Apr. 3	81323	79685	2.06	1287703	1423442	(9.54)
Apr. 10	106928	88264	21.15	1394631	1511706	(7.74)
Apr. 17	76277	94801	(19.54)	1470908	1606507	(8.44)
Apr. 24	63304	96979	(34.72)	1534212	1703486	(9.94)
May 1	87941	93262	(5.71)	1622153	1796748	(9.72)
May 8	76760	93453	(17.86)	1698913	1890201	(10.12)
May 15	110205	146166	(24.60)	1809118	2036367	(11.16)
May 22	80856	100613	(19.64)	1889974	2136980	(11.56)
May 29	78186	85049	(8.07)	1968160	2222029	(11.43)
June 5	78161	99370	(21.34)	2046321	2321399	(11.85)
June 12	109771	92639	18.49	2156092	2414038	(10.69)
June 19	75553	87154	(13.31)	2231645	2501192	(10.78)
June 26	74984	86103	(12.91)	2306629	2587295	(10.85)
July 3	74082	75157	(1.43)	2380711	2662452	(10.58)
July 10	70967	97484	(27.20)	2451678	2759936	(11.17)
July 17	71564	83705	(14.50)	2523242	2843641	(11.27)
July 24	78089	91648	(14.79)	2601331	2935289	(11.38)
July 31	107695	149735	(28.08)	2709026	3085024	(12.19)

CX 75 X

3508

A+P Chicago Sales

THE BORDEN COMPANY
CENTRAL DIVISION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

RALPH R. MINKLER
PRESIDENT

8/16

Note the attached schedules are in duplicate. Keep one if you wish.
JBP

January 3, 1965

1/7 Talked to Kat who will RRM write

Mr. Jack B. Pentz, President
Borden's Milk and Ice Cream Co.,
Div. of The Borden Company
350 Madison Avenue
New York, N. Y. 10017

Dear Jack:

Here are two copies of the report on Chicago Unit A & P sales I referred to in my conversation with you early this morning.

This is the one which shows a decline from 1,028277 points in the weekending 12/25/64 one year ago, as contrasted to 800,583 points for the same week of 1965, the first full week when A & P was on a total private label basis.

-22.14%

-8.61% year to date

Cordially,

Ralph

Ralph R. Minkler.

RRM*mlb
attach 2 ccs

CX 75 Z(1)

~~CX ID 177 A~~

[illegible] CHICAGO METROPOLITAN REGION
THE GREAT ATLANTIC AND PACIFIC TEA COMPANY
ALL STORES - SALES UNITS COMPARISON 1965 - 1964

Week Ending	1965 No. Stores	Weekly Unit Sales 1965	1964 No. Stores	Weekly Unit Sales 1964	Weekly Percentage	Accum. Units 1965	Accum. Units 1964	Accum. Units Percentage
Jan. 2	257	859555	260	913634	(5.92)	859555	913634	(5.92)
Jan. 9	257	839055	260	865293	(3.03)	1698610	1778927	(4.52)
Jan. 16	257	804688	260	851854	(5.54)	2503298	2630781	(4.85)
Jan. 23	257	820260	260	825024	(.58)	3323558	3455805	(3.83)
Jan. 30	257	814710	258	859404	(5.20)	4138268	4315209	(4.10)
Feb. 6	257	826759	258	852038	(2.97)	4965027	5167247	(3.91)
Feb. 13	257	814314	257	839997	(3.06)	5779341	6007244	(3.79)
Feb. 20	257	780502	257	844388	(7.57)	6559843	6851632	(4.26)
Feb. 27	257	781942	257	828294	(5.60)	7341785	7679926	(4.40)
Mar. 6	257	817023	257	846789	(3.51)	8158808	8526715	(4.31)
Mar. 13	257	790182	257	841927	(6.15)	8948990	9368642	(4.48)
Mar. 20	258	772652	257	830069	(6.92)	9721642	10198711	(4.67)
Mar. 27	258	765685	257	898782	(14.81)	10487327	11097493	(5.50)
Apr. 3	258	775909	257	823121	(5.74)	11263236	11920614	(5.51)
Apr. 10	258	752133	257	821691	(8.47)	12015369	12742305	(5.71)
Apr. 17	258	792840	257	828073	(4.25)	12808209	13570378	(5.62)
Apr. 24	258	734755	257	814828	(9.83)	13542964	14385206	(5.86)
May 1	258	758095	258	832269	(8.91)	14301059	15217475	(6.02)
May 8	258	739685	258	806568	(8.29)	15040744	16024043	(6.14)
May 15	258	721592	258	803141	(10.15)	15762336	16827184	(6.33)
May 22	258	727374	258	796266	(8.65)	16489710	17623450	(6.40)
May 29	258	763337	258	691313	10.42	17253047	18314763	(5.80)
June 5	258	719255	258	870871	(17.41)	17972302	19185634	(6.32)

June 19	258	755282	258	805820	(6.27)	19465026	20817840	(6.50)
June 26	258	749362	258	811206	(7.62)	20214388	21629046	(6.54)
July 3	258	777477	258	741741	4.82	20991865	22370787	(6.16)
July 10	258	675216	258	869160	(22.31)	21667081	23239947	(6.77)
July 17	258	738477	258	818330	(9.76)	22405558	24058277	(6.87)
ly 24	258	730696	257	814700	(10.31)	23136254	24872977	(6.98)
uly 31	257	725674	257	791350	(8.30)	23861928	25664327	(7.02)
Aug. 7	256	774176	258	857520	(9.72)	24636104	26521847	(7.11)
Aug. 14	256	756032	258	812843	(6.99)	25392136	27334690	(7.11)
Aug. 21	256	745909	258	793899	(6.04)	2513804515	28128589	(7.08)
Aug. 28	256	748715	258	807770	(7.31)	26886760	28936359	(7.08)
Sept. 4	256	811515	258	884145	(8.22)	27698275	29820504	(7.12)
ept. 11	256	677713	258	742222	(8.69)	28375988	30562706	(7.15)
ept. 18	256	732201	258	824805	(11.23)	29108189	31387511	(7.20)
pt. 25	256	731742	258	827948	(11.62)	29839931	32215459	(7.37)
ct. 2	256	736247	258	831941	(11.50)	30576178	33047400	(7.48)
ct. 9	256	729757	258	812286	(10.16)	31305935	33859686	(7.54)
ct. 16	256	714998	258	822218	(13.04)	32020933	34681904	(7.67)
ct. 23	256	715758	258	818226	(12.52)	3[illegible]36691	35500130	(7.79)
ct. 30	257	722105	25[illegible]	819180	(11.85)	33458796	36319310	(7.88)
ov. 6	256	745808	[illegible]8	819595	(9.00)	34204604	37138905	(7.90
ov. 13	256	699808	258	823733	(15.05)	34904412	37962638	(8.06)
ov. 20	256	759475	258	854270	(11.10)	35663887	38816908	(8.12)
ov. 27	256	784557	258	889293	(11.78)	36448444	39706201	(8.20)
ec. 5	256	748803	258	804595	(6.93)	37197247	40510796	(8.18)
ec. 11	256	740187	257	825784	(8.96)	37937434	41336580	(8.22)
ec. 18	256	744994	257	838051	(11.10)	38682428	42174631	(8.28)
ec. 25	255	800583	257	1028227	(22.14)	39483011	43202858	(8.61)
1-1-66		826321		859461	(3.8)			

CX 75 (2) (1)

35.10

THE GREAT ATLANTIC & PACIFIC TEA COMPANY

DAIRY PRODUCTS SALES W/E 12/25/65

1st week of 100% private label

actually the [illegible] [illegible] were sent to the stores

STORE DELIVERY	UNIT SALES 1965	UNIT SALES 1964	POINTS 1965	POINTS 1964
Gallons Homo - Glass	18,840	21,809	B 75,360	87,236
Gallons Homo - Paper	808	22,998	B 3,232	91,992
Gallons Homo - Paper P.L.	20,901	---	A&P 83,604	---
½ Gallons Homo	61,438	139,187	B 122,876 ✓	278,374 ✓
½ Gallons Homo - P.L.	56,143	---	A&P 112,286	---
Quarts Homo	15,418	45,992	15,418	45,992
Quarts Homo - P.L.	24,038	---	24,038	---
Quarts Skim	2,439	7,672	2,439	7,672
Quarts Skim - P.L.	4,990	---	4,990	---
Gallons 2% Skim	4,552	6,236	18,208 ✓	24,944 ✓
½ Gallons 2% Skim	6,883	20,217	13,766 ✓	40,434 ✓
½ Gallons 2% Skim - P.L.	9,689	---	10,378	---
½ Gallons Gail Borden	---	9	---	18
½ Gallons Fort. Skim	3,095	10,427	6,190	20,854
½ Gallons Fort. Skim - P.L.	6,401	---	12,802	---
TOTAL			514,587	597,516
½ Gallons Choc. Skim	1,548	1,968	3,096	3,936
Quarts Choc. Milk	1,018	3,800	1,018	3,800
Quarts Choc. Milk - P.L.	2,681	---	2,681	---
½ Pints Choc. Milk	890	1,538	223	385
½ Pints Elsie Shake	2,251	---	563	---
½ Gallons Buttermilk	1,624	7,145	3,248 ✓	14,290 ✓
½ Gallons Buttermilk - P.L.	4,100	---	8,200	---
Quarts Buttermilk	2,638	12,128	2,638	12,128
Quarts Buttermilk - P.L.	5,975	---	5,975	---
			27,642	34,539

Pints Half & Half	18,925			
Pints Half & Half - P.L.	1,755	1,500	7,020	6,007
Quarts Half & Half	5,005	5,816	10,010	11,632
Pints Half & Half Soured	1,238	27,412	1,238	27,412
½ Pints Whpping Cream	22,476	---	22,476	---
½ Pints Whipping Cream - P.L.	7,364	8,853	14,728	17,706
Cartons Sour Cream 16 oz.	13,329	17,783	13,329	17,783
Cartons Sour Cream 8 oz.	6,659	5,056	6,659	5,056
7 oz. Triple Whip	7,950	9,990	7,950	9,990
8 oz. Dips				
TOTAL			150,058	184,667
½ Gal. Egg Nog	---	8,810	---	70,480
½ Gallons Fruit Drinks	130	70	260	140
Quarts Fruit Drinks	87	117	87	117
Quarts Beep	88	135	88	135
Quarts Egg Nog	15,369	32,770	61,476 ✓	131,080 ✓
Qts XXXXXXXXX Egg Nog - P.L.	9,115	---	36,460 ✓	---
Yogourt	2,317	2,387	2,317	2,387
Pts. Wake-Up	584	---	1,168	---
Cartons Cheese 16 oz.	2,772	3,135	2,772	3,135
Cartons Cheese 8 oz.	375	353	188	177
2# Cheese	1,658	1,861	3,316	3,722
Dry Cheese	164	132	164	132
TOTAL			108,296	211,505
GRAND TOTAL			800,583	1,028,227

12 Items Private Label Points = 370,740 387340 second week

12 Items Bordon Label Points = 262,337 260881 1-1-66 [illegible]

Total Points = 633,077 648221

57.75 58.56% Private Label to Total Points

49-50%

59.25

CX 7.5 (2) (3)

CX-ID-177

3511
CX 10-79

FILE MEMO

5/25/66

ESTIMATED INCREASED COST FACTORS

Re: May-1966 Selling Price Change
Chicago - Calumet Area

	Estimated Average Increased Cost Per Points Sold
Increase in 1966 Union Contract Changes (Includes Wage Rates - Welfare - Pensions and Fringe changes) (Inside Workers up $.253 per hour) (Drivers up $3.00 per week)	$ .001345
Increase in 1965 Union Contract Changes (Includes Wage Rates - Welfare - Pensions and Fringe changes) (Inside Workers up $.10 per hour) (Drivers up $3.50 per week)	.000955
Sub-Total Labor	.002300
Increase in Pure-Pak Container Cost - August-1965 (Gals. - .0028 1/2 Gals. - .00143 Qts. - .00082)	.000725
Increase in Social Security Taxes - 1966 1966 - $277.20 1965 - $174.00 per employee	.000320
Total	$ .003345

Note: Except for the price change of 2/2/66 of a cent per quart, list prices on fluid milk -- gallons, half gallons, quarts, etc. -- have been unchanged since October 13, 1964. The Feb. 2, 1966 price change only reflected the change in superpool costs ($.30 increase per cwt. = .007 per quart) ($.01 change in list less maximum discount of 30% = $.007 per quart).

During this period, maximum discount rates have changed from 23% to 30% of the list price.

52) 277.20 (5.31
260
172
156
60

52) 174 (334
156
130
156
240

to feel his way along.

65 — 2191

5/26/66 ✓ — 1 | Dannon Yogurt / B of H [illegible] Coliform

[illegible] / [illegible] / Colletts of KY

Chicago Milk Region

CX ID 80A

Milk Price Increase

RRM called 5/25/66

A+P price 1/2 gal [illegible] milk

Borden Brand	.3560
A+P Brand	.3254
Dif per 1/2 gal	2) .0306
Dif per Pound	.0153

Formula was agreed to when current prices were established on Nov 1 1965

Increased costs justify revision of formula as follows:

		per pound
Labor cost increase effective May 1 ~~1966~~ 1966	—	.001340
" " " ~~1965~~ 1965	—	.000955
Total labor cost increase	—	.002300
Paper Container cost increase Aug 1966	—	.000725
Social Security (Medicare) 1-1-66	—	.000320
Total		.003345

220

Market all raising price this week or next. Wanzer increased ½¢ per pound across the board.

We have a sliding scale of discounts with max equal to 30%.

.005 × 30% = .0015

.005 − .0015 = .0035 net increase per pound

.0035 × 2 = .0070 per ½ gal

A&P price would increase net

PL .3254 + .0070 = .3324

Borden .3560 + .0070 = .3630

.3630
.3324
.0306

Will go to see Elme Schmidt on Thurs afternoon 5/28/66

Complicated due to [illegible] Justice Dep guidelines

227

DEAN MILK COMPANY
DIVISION OF DEAN FOODS COMPANY
3600 NORTH RIVER ROAD
FRANKLIN PARK, ILLINOIS 60131

TELEPHONES
FRANKLIN PARK 678-1680
CHICAGO NATIONAL 5-6200

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221

3514
3X1D-81
( )

5/27/5

RM — DP — Joe Malone — Gose

Elmer Schmidt call 9:50 Centra

Will not accept increase on private label.

Meet A+P Law Dept on next Wed June 1.

OG will tell E. Schmidt ~~that~~ we will hold up PL price increase until a later date

I will tell HBS ~~that~~ we are making some cost studies to show him when I return week of June 20

I will ask HBS for ok for lawyers to talk to A+P lawyers about Chi legal problem and hopefully about K.C. too

Milk Products delivered to your stores located at:

Summary of [illegible]

	Borden Sales Products	A & P Sales Products	Total
Total Pounds Sold	402,205	437,121	839,326
Value of Sales	70,604.86	69,606.53	140,211.39
Cost of Sales			
Raw Product & Ingredients Cost	38,154.06	40,955.32	79,109.38
Container Cost	4,855.06	6,638.09	11,496.15
Processing Cost	3,915.26	4,280.27	8,195.53
Transport Cost	2,288.95	2,487.66	4,776.61
Trailer Loading	958.45	1,041.66	2,000.11
Total Cost F.O.B. Point of Delivery	50,174.78	55,403.00	105,577.78
Delivery & Selling Cost			
Direct Route Wage & Truck Operating Cost	6,264.65	6,808.39	13,073.04
Direct Route Commission Cost	2,001.17	2,174.89	4,176.06
Indirect Route Wage & Truck Operating Cost	1,790.25	1,945.67	3,735.92
Delivery Loading Cost	2,001.17	2,174.89	4,176.06
Clerical Cost	307.15	333.81	640.96
All Other Delivery Cost	1,455.58	1,581.95	3,037.53
Selling Expenses etc.			
Advertising & Merchandising Cost	1,550.14	824.54	2,374.68
Total Delivery & Selling Cost	15,670.11	15,544.14	31,214.25
General & Administrative Cost	798.37	867.68	1,666.05
Total Cost of Sales	66,643.26	71,814.82	138,458.08
Profit or (Loss) Before Taxes	3,961.60	(2,208.29)	1,753.31

3515

OX10-874

[illegible] – Sales to Great Atlantic & Pacific Tea Co.

Milk Products for Week Ended May 25, 1966

Average per Sale Unit

Borden Label Products	A&P Label Products	Average All Products
.1755	.159✓	.1671
.0948	.0937	.0943
.0121	.0152	.0136
.0097	.0097	.0097
.0057	.0057	.0057
.0024	.0024	.0024
.1247	.1267	.1257
.0156	.0156	.0156
.0050	.0050	.0050
.0045	.0045	.0045
.0050	.0050	.0050
.0008	.0008	.0008
.0036	.0036	.0036
.0046	.0011	.0028
.0390	.0356	.0373
.0020	.0020	.0020
.1657	.1643	.1650
.0098	(.0051)	.0021

3515 - A

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NET PRICES

Summary of Operating R

Fluid Milk Products

CXID-87B

3516

	Borden Label Products	A&P Label Products	Total
Total Pounds Sold	4022.5	4272.1	[illegible]
Value of Sales	70604.56	69606.53	140211.09
Cost of Sales			
Raw Products & Ingredient Cost	38154.06	40955.32	79109.38
Container Cost	4558.06	6635.09	11193.15
Processing Cost	3915.76	[illegible]	[illegible]
Transport Cost	2288.95	2487.66	4776.61
Trailer Loading	958.45	1041.66	2000.11
Total Cost F.O.B. Point of Delivery	58174.78	55[illegible].00	105[illegible].12
Delivery & Selling Cost			
Direct Route Wage & Truck Operating Cost	6264.65	6808.39	13073.04
Direct Route Commission Cost	2001.17	2174.89	4176.06
Indirect Route Wage & Truck Operating Cost	2618.07	2845.34	5463.41
Delivery Loading Cost	2001.17	2174.89	4176.06
Clerical Cost	307.15	333.91	[illegible]
All Other Delivery Cost	3074.16	3341.03	6415.19
Selling Expense and Advertising & Merchandising Cost	1550.14	524.54	2374.65
Total Delivery & Selling Costs	18116.51	18202.19	36319.40
General & Administrative Cost	995.37	567.68	1662.05
Total Cost of Sales	69089.66	74473.57	143563.23
Profit or (Loss) Before Taxes	1515.20	(4867.04)	(3351.84)

* Includes all fluid milk sales to A&P stores located A&P zones #1, 2, 3 & 4 company

Products for Week Ended May 28, 1966

Average Per Point etc.

Bordens Label Products	A. T. Lewis Product	Average All Products
.1755	.1592	.1671
.0948	.0937	.0942
.0121	.0152	.0137
.0097	.0097	.0097
.0057	.0057	.0057
.0024	.0024	.0024
1247	.1267	.1257
.0156	.0156	.0156
.0050	.0050	.0050
.0065	.0065	.0065
.0050	.0050	.0050
.0008	.0008	.0008
.0076	.0076	.0076
.0046	.0012	.0028
.0451	.0417	.0433
.0020	.0020	.0020
.1718	.1704	.1711
.0037	(.0112)	(.0040)

35116-A

8/C

Total Revenue from Sales Per Week

Deduct:

Decrease in Raw Product Cost (Total Raw Product Cost x 99% = (79102.38 x 99%)

Decrease in Container Cost.

Decrease in Transport Cost.

Decrease in Plant Labor Costs.

Decrease in Wholesale Route Labor Cost

Decrease in Wholesale Automotive Cost 1600.00 x 52 x 75% =

Decrease in Wholesale Loading Costs 839346 x .0025 (5%)

Decrease in all other Delivery Cost 839346 x .0025 (83 1/3%)

Total Decrease Cost.

Net Loss in Revenue from Sales Per Week

Net Loss in Revenue from Sales Per Year

3517

[illegible]

Loss of A&P [illegible]

140	211	59
78	318	29
11	496	15
4	776	61
1	201	93
10	406	00
3	840	00
2	098	31
2	095	31
114	235	30
25	975	29
350	715	08

3517

CXID-90 A

3518

6/21/66

2:40

3°, F.P.

File Memo

A.P.

Reviewed with Jack Perry and Bob Compton data developed which supported the proposed selling price increase of .0035 per point resulting from increased labor costs and container costs.

Indicated that the labor cost factor was developed on a very detailed basis - man by man - covering the week of 5/28/66 which week was used because it was ~~about~~ the first week payroll that contained the changed rates and other contract changes including job reclassification embodied in the new contract which became effective as of 5/1/66 - Local 754.

Reviewed the schedule developed which shows the increases in wage costs incl. fringes to represent an increased cost per point of .00193. The schedule showing by principal classifications the base hourly or weekly wage rate ~~s~~ in effect during February 1965 and May 1966 and the hourly and/or weekly increases between such periods.

Discussion of the increased per point cost occurred. It was pointed out that the terms and conditions that accompanied our price proposals of November 1965 contained references to labor and container costs increases although these cost factors were not automatic as in the case of raw product costs which were tied to a formula.

Jack felt that this was all very fine but indicated that the real issue that would be raised concerned what were the actual labor costs less increases which included any and all efficiencies and that they would not basically look to wage rate increases but to overall wage costs. It was pointed out that during the period of negotiation

6/29/66

with A&P that we were going thru the opening of the Woodstock plant with high operating plants and transport costs and that the comparison of total wage costs would not disclose the real facts. In addition total labor costs per point have been affected by increased distribution volume which has no relation to A&P whole volume during most of the period discussed.

Reviewed further the schedules developed which disclosed the loss position of our A&P business and the estimated loss in revenue if we lost the Chicago A&P business. Explained the three different schedules and the cost accounting philosophy considered.

Jack in appearance was satisfied with the facts - did not feel that Smith would be receptive to recognizing the wage rate increase per se and would have to continue to feel his way along.

He indicated he would like to have the reasons documented - told him we considered doing so but that Ralph thought, ~~that~~ first a personal confrontation of the facts would be better - Advised Jack we would put the projects in a report form.

90C

6/29/66

File Memo
A&P

Reviewed with Jack Pentz and Bob Comfort data developed which supported the proposed selling price increase of .0035 per point resulting from increased labor costs and container cost.

Indicated that the labor cost factor was developed on a very detailed basis - man by man - covering the week of 5/28/66 which week was used because it was the first week payroll that contained the changed rates and other contract changes including job reclassification embodied in the new contract which became effective as of 5/1/66 - Local 154.

Reviewed the schedule developed which showed the increase in wage cost incl. fringes to represent and increase cost per point of $.00293. The schedule showed by principal classification the basic hourly or weekly wage rate ~~of~~ in effect during February 1965 and May 1966 and the hourly and/or weekly increases between such periods.

Discussion of this increased per point cost occurred. It was pointed out that the terms and conditions that accompanied our price proposals of November 1965 contained

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references to labor and container cost increases although these cost factors were not automatic as in the case of raw product costs which were tied to a formula.

Jack felt that this was all very fine but indicated that the real issue that would be raised considered what were the actual labor cost load increase which included any and all efficiencies and that they would not basically look to wage rate increases but to overall wage costs. It was pointed out that during the period of negotiation with A&P that we were going thru the opening of the Woodstock plant with high opening plant and transport costs and that the comparison of total wage costs would not disclose the real facts. In addition total labor costs per point having been affected by increased distributor volume which has no relation to A&P which volume during most of the period decreased.

Reviewed further the schedules developed which disclosed the loss position of our A&P business and the estimated loss in revenue if we lost the Chicago A&P business. Explained the three different schedules and the cost accounting philosophy considered.

Jack it appeared was satisfied with the facts - did not feel that Smith would be receptive to recognizing the wage rate increase per se and would have to continue to feel his way along.

He indicated he would like to have the review documented - told him we considered doing so but that Ralph thought, first a personal confrontation of the facts would be better - Advised Jack we would put the project in a report form.

DIVISION OF DEAN FOODS COMPANY
3600 NORTH RIVER ROAD
FRANKLIN PARK, ILLINOIS 60131

TELEPHONES
FRANKLIN PARK 678-1680
CHICAGO NAtional 5-6200

3523

January 24, 1967

Rec'd 1/31/67; Trial ([illegible] Stores)

Mr. E. R. Schmidt
The Great Atlantic & Pacific Tea Co.
2622 North Pulaski Road
Chicago, Illinois 60639

Dear Mr. Schmidt:

I am taking this means to thank you for the time and courtesies you gave John Guckien and me in your office yesterday. This letter will also confirm the salient points of our discussion and incorporate the additional information you requested.

According to all qualitative information available to us, we believe the Dean brand of fresh milk and fresh milk products is the most popular selling brand in the greater Chicago area. Although definite market share cannot be accurately established, we estimate our share of total dairy sales thru food stores at this time at not less than twenty-five per cent and probably not greater than thirty-two per cent. After April 29th, we have reason to believe a major customer of ours will introduce a complete private label line of fresh milk products into it's stores on an exclusive basis. It is the intention of this customer to then discontinue the Dean brand. We are proposing your department authorize this Dean product line for your stores in order to take advantage of the additional volume and increased store traffic we believe these products can produce. We are also willing to pack your private labelled product line and deliver either or both or some combination of brands in a single delivery to your stores.

Enclosed are price schedules for Dean and A & P labelled products. In the Chicago and Rockford, Illinois areas we are required by our present labor agreements to make six deliveries per week to each store. In other areas we have more flexibility. In each of the price schedules submitted however, the delivery systems with the least number of deliveries available per week per store is used and a minimum average delivery per store of 250 point (quart equivalents) is required.

Since raw milk costs do fluctuate, we suggest the use of a formula to make automatic up and down adjustments in the base prices such as the one that follows:

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The prices to be increased or decreased monthly $.00022 per point (quart equivalent) for each $.01 change in Class I raw and $.00044 per finished pound of product for each $.01 change in Class II per cwt. Just as it would be our intention to take the initiative and reduce prices to reflect savings in labor and materials in the future, it would also be true that significant cost increases in labor and materials other than raw milk costs would be negotiated into the base prices.

Other possible deductions from the enclosed submitted prices that you might consider are:

1. Reduce the butterfat content from 3.6% to 3.5% which would result in a savings of .0015 per quart, .003 per half gallon, etc.. This could only apply to private label milk as the Dean standard will be maintained at a minimum of 3.6% butterfat.

2. Develop a pre-ordering system at store level that would speed up our delivery vehicles and eliminate special deliveries caused by under-estimating needs. Such a system would produce a calculated savings of .0031 per point (quart equivalent) and apply to all products.

In the advertising and promotional fields we propose that a schedule of reduced price specials on Dean miscellaneous products be negotiated for the year with a frequency of one every other week. Such reductions would be at our expense. For your cooperative advertising we would make available an agreement that would provide up to a quarter of one cent of total net dollar sales of Dean's milk and other Dean's fresh dairy products. Advertising and promotional considerations for your private label have already been reflected in the differentials quoted on the enclosed price schedules.

May I conclude by emphasizing we are eager to extend the desirable working relationships we now have in other A & P units to your Chicago unit and will be most cooperative in exploring with you any additional thoughts or suggestions you may have.

Unless I hear from you, I'll plan to contact you late next week after you have had an opportunity to study the enclosed material.

c/c Tom Thompson - Ed Dotinsky

Very truly yours,
DEAN MILK COMPANY
Tom T Thompson
Tom T. Thompson
General Sales Manager
Fresh Milk Division

TTT/ms

Class I $5.33 per cwt.
25¢ Class II $4.15 per cwt.

1/24/67

Revised & Corrected Copy

3525

218

Effective Jan. 24, 1967 , the prices below will apply on Dean's Milk Products delivered to your stores located at:

NORTHERN INDIANA AREA

Three drop deliveries per store per week - full return credit for damaged or faulty product - no returns for outdates.

		NET PRICES		
	IVS	A & P Label	A&P	Dean Label
1 Dean's Homogenized Milk (Glass)	Gallons			.6943 + .15 dep
2 Dean's Homogenized Milk (Paper)	Gallons	.6943	.[illegible]	.7043
3 Homogenized Milk	Gallons			
4 Dean's Homogenized Milk	½ Gals.	.3469	.3314	.3569
5 Homogenized Milk	½ Gals. "			
6 Dean's Homogenized Milk	Quarts "	.1839	.1804	.1939

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7 Homogenized Milk	Quarts		
8 Dean's Homogenized Milk	Pints		
9 Dean's Homogenized Milk	⅓ Quarts		
10 Dean's Homogenized Milk	½ Pints		
11 " VIM	Gallons	.6478	.6578
12 Dean's Vim	½ Gals.	.3198	.3298
13 2%	½ Gals.		
14 Dean's ~~Vim~~Chocolate Skim	½ Gals.	.3288	.3388
15 Dean's Skim	½ Gals.	.3128	.3228
16 Skim	½ Gals.		
17 Dean's Skim	Quarts	.1639	.1689
18 Dean's Chocolate	Quarts	.2299	.2349
19 Dean's Chocolate	Pints		

		½ Pints		
22	Dean's Ready Shake	½ Pints		.0990
23				
24	Dean's Buttermilk	½ Gals.	.3408	.3508
25	Dean's Buttermilk	Quarts	.1799	.1849
26	Dean's Egg Nog	Quarts		
27	Holiday Nog	½ Gals.		
28	Dean's Half & Half	Quarts		.4517
29	Dean's Half & Half	Pints	.2203	.2253
30	Half & Half	Pints		
31	Dean's Flavor Charm	Pints		
32	Dean's Whipping Cream	Pints		
33	Dean's Whipping Cream	½ Pints	.2526	.2576
34	Dean's Sour Cream	8 oz.	.1999	.2049
35	Dean's Sour Cream	16 oz.		.3948
36	Dean's Sour Half & Half	16 oz.		.3059
37	Super & Reddi Whip	8 oz.		.3970
38	Yogourt	8 oz.		.1990
39	Dean's Dip & Dressing	8 oz.		.2537
40				
41				
42	Dean's Cottage Cheese	8 oz.		.1559
43	Dean's Cottage Cheese	1#	.2418	.2468
44	Dean's Cottage Cheese – Flav'd	1#		.2617
45				
46	Dean's Dry Cheese	13 oz.		.2617
47	Dean's C	2#	.4579	.4679
48				
49				
50				
51	Dean's Butter	1#		
52	Orange Drink (Glass)	½ Gal.		
53	Orange Juice	Quarts		

3526

Three drop deliveries per store per week - full return credit for

25¢ damaged or faulty product - no returns for outdates.

NET PRICES

		A & P Label		Dean Label
1 Dean's Homogenized Milk (Glass)	Gallons			.6943 + .15
2 Dean's Homogenized Milk (Paper)	Gallons	.6943	.6643	.7043
3 Homogenized Milk	Gallons			
4 Dean's Homogenized Milk	½ Gals.	.3469	.3314	.3569
5 Homogenized Milk	½ Gals.			
6 Dean's Homogenized Milk	Quarts	.1839	.1804	.1939
7 Homogenized Milk	Quarts			
8 Dean's Homogenized Milk	Pints			
9 Dean's Homogenized Milk	⅓ Quarts			219
10 Dean's Homogenized Milk	½ Pints			
11 " VIM	Gallons	.6478		.6578
12 Dean's Vim	½ Gals.	.3198		.3298
13 2%	½ Gals.			
14 Dean's ~~Vim~~Chocolate Skim	½ Gals.	.3288		.3388
15 Dean's Skim	½ Gals.	.3128		.3228
16 Skim	½ Gals.			
17 Dean's Skim	Quarts	.1639		.1689
18 Dean's Chocolate	Quarts	.2299		.2349
19 Dean's Chocolate	Pints			
20 Dean's Chocolate	⅓ Quarts			
21 Dean's Chocolate	½ Pints			
22 Dean's Ready Shake	½ Pints			.0990
23				
24 Dean's Buttermilk	½ Gals.	.3408		.3508
25 Dean's Buttermilk	Quarts	.1799		.1849
26 Dean's Egg Nog	Quarts			

28	Dean's Half & Half	Quarts		.4517
29	Dean's Half & Half	Pints	.2203	.2253
30	Half & Half	Pints		
31	Dean's Flavor Charm	Pints		
32	Dean's Whipping Cream	Pints		
33	Dean's Whipping Cream	½ Pints	.2526	.2576
34	Dean's Sour Cream	8 oz.	.1999	.2049
35	Dean's Sour Cream	16 oz.		.3948
36	Dean's Sour Half & Half	16 oz.		.3059
37	Super & Reddi Whip	8 oz.		.3970
38	Yogourt	8 oz.		.1990
39	Dean's Dip & Dressing	8 oz.		.2537
40				
41				
42	Dean's Cottage Cheese	8 oz.		.1559
43	Dean's Cottage Cheese	1#	.2418	.2468
44	Dean's Cottage Cheese — Flav'd	1#		.2617
45				
46	Dean's Dry Cheese	13 oz.		.2617
47	Dean's Co[illegible]	2#	.4579	.4679
48				
49				
50				
51	Dean's Butter	1#		
52	Orange Drink (Glass)	½ Gal.		
53	Orange Juice	Quarts		

DEAN MILK COMPANY
Franklin Park, Illinois

DMCO FORM 76 3M 6/1/66

[illegible] [illegible] ON:
Class I 5.22 per cwt.
Class II 4.26 per cwt.

3527

Effective 12-12-65, the prices below will apply on
Dean's Milk Products delivered to your stores located at:

CHICAGO AREA STORES

Six deliveries to store cooler-per store per week.

Full return for damaged or faulty product.

No credit for outdates.

NET PRICES

		A & P Label	Dean Label	
1 Dean's Homogenized Milk (Glass)	Gallons		.748 + dep.	
2 Dean's Homogenized Milk (Paper)	Gallons	.770	.784	
3 Homogenized Milk	Gallons			
4 Dean's Homogenized Milk	½ Gals.	.385	.392	.357

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5 Homogenized Milk	½ Gals.		
6 Dean's Homogenized Milk	Quarts	.198	.201
7 Homogenized Milk	Quarts		
8 Dean's Homogenized Milk	Pints		.105
9 Dean's Homogenized Milk	⅓ Quarts		.079
10 Dean's Homogenized Milk	½ Pints		.061
11			
12 Dean's Vim	½ Gals.	.360	.367
13 2%	½ Gals.		
14 Dean's Vim-Chocolate	½ Gals.	.401	.408
15 Dean's Skim	½ Gals.	.346	.353
16 Skim	½ Gals.		
17 Dean's Skim	Quarts	.185	.188
18 Dean's Chocolate	Quarts	.249	.252
19 Dean's Chocolate	Pints		.250

21	Dean's Chocolate	½ Pints		.067
22	Dean's Ready Shake	½ Pints		.098
23	3527-A			
24	Dean's Buttermilk	½ Gals.	.385	.392
25	Dean's Buttermilk	Quarts	.198	.201
26	Dean's Egg Nog	Quarts		.446
27	Holiday Nog	½ Gals.		.690
28	Dean's Half & Half	Quarts		.491
29	Dean's Half & Half	Pints	.257	.260
30	Half & Half	Pints		
31	Dean's Flavor Charm	Pints		.191
32	Dean's Whipping Cream	Pints		.543
33	Dean's Whipping Cream	½ Pints	.275	.278
34	Dean's Sour Cream	8 oz.	.237	.240
35	Dean's Sour Cream	16 oz.		.462
36	Dean's Sour Half & Half	16 oz.		.348
37	Super & Reddi Whip	8 oz.		.392
38	Yogourt	8 oz.		.203
39	Dean's Dip & Dressing	8 oz.		.278
40				
41				
42	Dean's Cottage Cheese	8 oz.		.168
43	Dean's Cottage Cheese	1#	.268	.271
44	Dean's Cottage Cheese — Flav'd	1#		.271
45				
46	Dean's Dry Cheese	13 oz.		.271
47	Dean's Cottage Cheese	2#	.484	.491
48				
49				
50				
51	Dean's Butter	1#		
52	Orange Drink (Glass)	½ Gal.		
53	Orange Juice	Quarts		

6 Dean's Milk Products delivered to your stores located at: 3528

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CHICAGO AREA STORES

Six deliveries to store cooler per store per week.

Full return for damaged or faulty product.

No credit for outdates.

NET PRICES

		A & P Label	Dean Label	
1 Dean's Homogenized Milk (Glass)	Gallons		.743 + dep.	
2 Dean's Homogenized Milk (Paper)	Gallons	.770	.784	
3 Homogenized Milk	Gallons			
4 Dean's Homogenized Milk	½ Gals.	.385	.392	.357
				217
5 Homogenized Milk	½ Gals.			
6 Dean's Homogenized Milk	Quarts	.198	.201	
7 Homogenized Milk	Quarts			
8 Dean's Homogenized Milk	Pints		.105	
9 Dean's Homogenized Milk	⅓ Quarts		.079	
10 Dean's Homogenized Milk	½ Pints		.061	
11				
12 Dean's Vim	½ Gals.	.360	.367	
13 2%	½ Gals.			
14 Dean's Vim-Chocolate	½ Gals.	.401	.409	
15 Dean's Skim	½ Gals.	.346	.353	
16 Skim	½ Gals.			
17 Dean's Skim	Quarts	.185	.188	
18 Dean's Chocolate	Quarts	.249	.252	
19 Dean's Chocolate	Pints		.250	
20 Dean's Chocolate	⅓ Quarts		.089	
21 Dean's Chocolate	½ Pints		.067	
22 Dean's Ready Shake	½ Pints		.098	
23				
24 Dean's Buttermilk	½ Gals.	.385	.392	

25 Dean's Buttermilk	Quarts	.198	.201
26 Dean's Egg Nog	Quarts		.446
27 Holiday Nog	½ Gals.		.690
28 Dean's Half & Half	Quarts		.491
29 Dean's Half & Half	Pints	.257	.260
30 Half & Half	Pints		
31 Dean's Flavor Charm	Pints		.191
32 Dean's Whipping Cream	Pints		.543
33 Dean's Whipping Cream	½ Pints	.275	.278
34 Dean's Sour Cream	8 oz.	.237	.240
35 Dean's Sour Cream	16 oz.		.462
36 Dean's Sour Half & Half	16 oz.		.348
37 Super & Reddi Whip	8 oz.		.392
38 Yogourt	8 oz.		.203
39 Dean's Dip & Dressing	8 oz.		.278
40			
41			
42 Dean's Cottage Cheese	8 oz.		.168
43 Dean's Cottage Cheese	1#	.268	.271
44 Dean's Cottage Cheese -- Flav'd	1#		.271
45			
46 Dean's Dry Cheese	13 oz.		.271
47 Dean's Cottage Cheese	2#	.484	.491
48			
49			
50			
51 Dean's Butter	1#		
52 Orange Drink (Glass)	½ Gal.		
53 Orange Juice	Quarts		

DEAN MILK COMPANY
Franklin Park, Illinois

DMCO FORM 76 3M 6/1/66

Jan. 24, 1967

3529

Revised and corrected copy

Prices based on:
Class I 5.22 per cwt.
Class II 4.15 per cwt.

Effective Jan. 24, 1967, the prices below will apply on Dean's Milk Products delivered to your stores located at:

Greater Chicago area - North to Waukegan, West to Fox River Valley towns inclusive, South to Kankakee and East to Calumet Area.

Six deliveries to store cooler per store per week. Full return credit for damaged or faulty product - no returns for outdates.

			NET PRICES	
			A & P label	Dean Label
1	Dean's Homogenized Milk (Glass)	Gallons		.7478 + dep.
2	Dean's Homogenized Milk (Paper)	Gallons	.7696	.7836
3	Homogenized Milk	Gallons		
4	Dean's Homogenized Milk	½ Gals.	.3848	.3918
5	Homogenized Milk	½ Gals.		
6	Dean's Homogenized Milk	Quarts	.1974	.2009
7	Homogenized Milk	Quarts		
8	Dean's Homogenized Milk	Pints		.1049
9	Dean's Homogenized Milk	⅓ Quarts		.0789
10	Dean's Homogenized Milk	½ Pints		.0609
11	" VIM	Gallons	.7096	.7236
12	Dean's Vim	½ Gals.	.3598	.3668
13	2%	½ Gals.		
14	Dean's Vim-Chocolate	½ Gals.	.4008	.4078
15	Dean's Skim	½ Gals.	.3458	.3528
16	Skim	½ Gals.		
17	Dean's Skim	Quarts	.1844	.1879
18	Dean's Chocolate	Quarts	.2484	.2519
19	Dean's Chocolate	Pints		.1311
20	Dean's Chocolate	⅓ Quarts		.0889
21	Dean's Chocolate	½ Pints		.0667
22	Dean's Ready Shake	½ Pints		.0978

	Dean's Chocolate	⅓ Quarts		.0889
21	Dean's Chocolate	½ Pints		.0667
22	Dean's Ready Shake	½ Pints		.0978
23				
24	Dean's Buttermilk	½ Gals.	.3848	.3918
25	Dean's Buttermilk	Quarts	.1974	.2009
26	Dean's Egg Nog	Quarts		
27	Holiday Nog	½ Gals.		
28	Dean's Half & Half	Quarts		.4909
29	Dean's Half & Half	Pints	.2575	.2610
30	Half & Half	Pints		
31	Dean's Flavor Charm	Pints		.1910
32	Dean's Whipping Cream	Pints		.5434
33	Dean's Whipping Cream	½ Pints	.2749	.2784
34	Dean's Sour Cream	8 oz.	.2386	.2404
35	Dean's Sour Cream	16 oz.		.4617
36	Dean's Sour Half & Half	16 oz.		.3480
37	Super & Reddi Whip	8 oz.		.3921
38	Yogourt	8 oz.		.2032
39	Dean's Dip & Dressing	8 oz.		.2777
40				
41				
42	Dean's Cottage Cheese	8 oz.		.1675
43	Dean's Cottage Cheese	1#		.2674	.2709
44	Dean's Cottage Cheese — Flav'd	1#		.2709
45				
46	Dean's Dry Cheese	13 oz.		.2709
47	Dean's Cottage Cheese	2#	.4839	.4909
48				
49				
50				
51	Dean's Butter	1#		
52	Orange Drink (Glass)	½ Gal.		
53	Orange Juice	Quarts		

The prices below will apply on

Dean's Milk Products delivered to your stores located at: **3530**

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Greater Chicago area - North to Waukegan, West to Fox River Valley towns inclusive, South to Kankakee and East to Calumet Area.

Six deliveries to store cooler per store per week. Full return credit for damaged or faulty product - no returns for outdates.

			NET PRICES	
			A & P Label	Dean Label
1	Dean's Homogenized Milk (Glass)	Gallons		.7478 + dep.
2	Dean's Homogenized Milk (Paper)	Gallons	.7696	.7836
3	Homogenized Milk	Gallons		
4	Dean's Homogenized Milk	½ Gals.	.3848	.3918
5	Homogenized Milk	½ Gals.		
6	Dean's Homogenized Milk	Quarts	.1974	.2009
7	Homogenized Milk	Quarts		
8	Dean's Homogenized Milk	Pints		224 .1049
9	Dean's Homogenized Milk	⅓ Quarts		.0789
10	Dean's Homogenized Milk	½ Pints		.0609
11	" VIM	Gallons	.7096	.7236
12	Dean's Vim	½ Gals.	.3598	.3668
13	2%	½ Gals.		
14	Dean's Vim-Chocolate	½ Gals.	.4008	.4078
15	Dean's Skim	½ Gals.	.3458	.3528
16	Skim	½ Gals.		
17	Dean's Skim	Quarts	.1844	.1879
18	Dean's Chocolate	Quarts	.2484	.2519
19	Dean's Chocolate	Pints		.1311
20	Dean's Chocolate	⅓ Quarts		.0889
21	Dean's Chocolate	½ Pints		.0667
22	Dean's Ready Shake	½ Pints		.0978
23				
24	Dean's Buttermilk	½ Gals.	.3848	.3918
25	Dean's Buttermilk	Quarts	.1974	.2009
26	Dean's Egg Nog	Quarts		

	Dean's Buttermilk	½ Gals.	.3848	.3918
25	Dean's Buttermilk	Quarts	.1974	.2009
26	Dean's Egg Nog	Quarts		
27	Holiday Nog	½ Gals.		
28	Dean's Half & Half	Quarts		.4909
29	Dean's Half & Half	Pints	.2575	.2610
30	Half & Half	Pints		
31	Dean's Flavor Charm	Pints		.1910
32	Dean's Whipping Cream	Pints		.5434
33	Dean's Whipping Cream	½ Pints	.2749	.2784
34	Dean's Sour Cream	8 oz.	.2386	.2404
35	Dean's Sour Cream	16 oz.		.4617
36	Dean's Sour Half & Half	16 oz.		.3480
37	Super & Reddi Whip	8 oz.		.3921
38	Yogourt	8 oz.		.2032
39	Dean's Dip & Dressing	8 oz.		.2777
40				
41				
42	Dean's Cottage Cheese	8 oz.		.1675
43	Dean's Cottage Cheese	1#	.2674	.2709
44	Dean's Cottage Cheese — Flav'd	1#		.2709
45				
46	Dean's Dry Cheese	13 oz.		.2709
47	Dean's Cottage Cheese	2#	.4839	.4909
48				
49				
50				
51	Dean's Butter	1#		
52	Orange Drink (Glass)	½ Gal.		
53	Orange Juice	Quarts		

3530-A

DEAN MILK COMPANY
Franklin Park, Illinois

DMCO FORM 76 3M 6/1/66

Class I $5.34 per cwt.
260 Class II $4.15 per cwt.

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3531

Effective Jan. 24, 1967 , the prices below will apply on Dean's Milk Products delivered to your stores located at:

ROCKFORD, ILLINOIS

Dean's Country Charm

Six deliveries per week per store. Full return credit for damaged or faulty product - no returns for outdates.

NET PRICES

			A & P Label	OIP	Dean Label
1	Dean's Homogenized Milk (Glass)	Gallons			.7698 + dep.
2	Dean's Homogenized Milk (Paper)	Gallons	.7787	.6964	.7987
3	Homogenized Milk	Gallons			
4	Dean's Homogenized Milk	½ Gals.	.3898	.3484	.3998
5	Homogenized Milk	½ Gals.			
6	Dean's Homogenized Milk	Quarts	.2059	.1891	.2109
7	Homogenized Milk	Quarts			
8	Dean's Homogenized Milk	Pints			.1109
9	Dean's Homogenized Milk	⅓ Quarts			.0759
10	Dean's Homogenized Milk	½ Pints			.0669
11	Dean's Vim	Gallons	.7216		.7416
12	Dean's Vim	½ Gals.	.3658		.3758
13	2%	½ Gals.			
14	Dean's Vim-Chocolate	½ Gals.	.4078		.4178
15	Dean's Skim	½ Gals.	.3508		.3608
16	Skim	½ Gals.			
17	Dean's Skim	Quarts	.1889		.1939
18	Dean's Chocolate	Quarts	.2568		.2618
19	Dean's Chocolate	Pints			.1357
20	Dean's Chocolate	⅓ Quarts			.0939
21	Dean's Chocolate	½ Pints			.0726
22	Dean's Ready Shake	½ Pints			.1020

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	Dean's Chocolate	⅓ Quarts		.0939
21	Dean's Chocolate	½ Pints		.0726
22	Dean's Ready Shake	½ Pints		.1020
23				
24	Dean's Buttermilk	½ Gals.	.3898	.3998
25	Dean's Buttermilk	Quarts	.2059	.2109
26	Dean's Egg Nog	Quarts		
27	Holiday Nog	½ Gals.		
28	Dean's Half & Half	Quarts		.5124
29	Dean's Half & Half	Pints	.2696	.2746
30	Half & Half	Pints		
31	Dean's Flavor Charm	Pints		.1965
32	Dean's Whipping Cream	Pints		.5757
33	Dean's Whipping Cream	½ Pints	.2863	.2913
34	Dean's Sour Cream	8 oz.	.2493	.2518
35	Dean's Sour Cream	16 oz.		.4817
36	Dean's Sour Half & Half	16 oz.		.3598
37	Super & Reddi Whip	8 oz.		.4088
38	Yogourt	8 oz.		.2057
39	Dean's Dip & Dressing	8 oz.		.2920
40				
41				
42	Dean's Cottage Cheese	8 oz.		.1748
43	Dean's Cottage Cheese	1#	.2728	.2778
44	Dean's Cottage Cheese – Flav'd	1#		.2778
45				
46	Dean's Dry Cheese	13 oz.		.2778
47	Dean's Cottage Cheese	2#	.4886	.4986
48				
49				
50				
51	Dean's Butter	1#		
52	Orange Drink (Glass)	½ Gal.		
53	Orange Juice	Quarts		

3532

Six deliveries per week per store. Full return credit for damaged or faulty product - no returns for outdates.

2616

	IVS	NET PRICES A & P Label	[illegible]	Dean Label
1 Dean's Homogenized Milk (Glass)	Gallons			.7698 + dep.
2 Dean's Homogenized Milk (Paper)	Gallons	.7787	.[illegible]	.7987
3 Homogenized Milk	Gallons			
4 Dean's Homogenized Milk	½ Gals.	.3898	.[illegible]	.3998
5 Homogenized Milk	½ Gals.			
6 Dean's Homogenized Milk	Quarts	.2059	.1891	.2109
7 Homogenized Milk	Quarts			[illegible]
8 Dean's Homogenized Milk	Pints			.1109
9 Dean's Homogenized Milk	⅓ Quarts			.0759
10 Dean's Homogenized Milk	½ Pints			.0669
11 Dean's Vim	Gallons	.7216		.7416
12 Dean's Vim	½ Gals.	.3658		.3758
13 2%	½ Gals.			
14 Dean's Vim-Chocolate	½ Gals.	.4078		.4178
15 Dean's Skim	½ Gals.	.3508		.3608
16 Skim	½ Gals.			
17 Dean's Skim	Quarts	.1889		.1939
18 Dean's Chocolate	Quarts	.2568		.2618
19 Dean's Chocolate	Pints			.1357
20 Dean's Chocolate	⅓ Quarts			.0939
21 Dean's Chocolate	½ Pints			.0726
22 Dean's Ready Shake	½ Pints			.1020
23				
24 Dean's Buttermilk	½ Gals.	.3898		.3998
25 Dean's Buttermilk	Quarts	.2059		.2109
26 Dean's Egg Nog	Quarts			

27 Holiday Nog	½ Gals.		
28 Dean's Half & Half	Quarts		.5124
29 Dean's Half & Half	Pints	.2696	.2746
30 Half & Half	Pints		
31 Dean's Flavor Charm	Pints		.1965
32 Dean's Whipping Cream	Pints		.5757
33 Dean's Whipping Cream	½ Pints	.2863	.2913
34 Dean's Sour Cream	8 oz.	.2493	.2518
35 Dean's Sour Cream	16 oz.		.4817
36 Dean's Sour Half & Half	16 oz.		.3598
37 Super & Reddi Whip	8 oz.		.4088
38 Yogourt	8 oz.		.2057
39 Dean's Dip & Dressing	8 oz.		.2920
40			
41			
42 Dean's Cottage Cheese	8 oz.		.1748
43 Dean's Cottage Cheese	1#	.2728	.2778
44 Dean's Cottage Cheese — Flav'd	1#		.2778
45			
46 Dean's Dry Cheese	13 oz.		.2778
47 Dean's Cottage Cheese	2#	.4886	.4986
48			
49			
50			
51 Dean's Butter	1#		
52 Orange Drink (Glass)	½ Gal.		
53 Orange Juice	Quarts		

DMCO FORM 76 3M 6/1/66

DEAN MILK COMPANY
Franklin Park, Illinois

3532-6

s II $4.15 Per cwt.

3533

Effective Jan. 24, 1967, the prices below will apply on Dean's Milk Products delivered to your stores located at:

NORTHERN ILLINOIS AREA excluding greater Chicago area and the City of Rockford, Illinois

Four drop deliveries per store per week - full return credit for damaged or faulty product - no returns for outdates.

			NET PRICES		
			A & P Label		Dean Label
1	Dean's Homogenized Milk (Glass)	Gallons		[illegible]	.7536 + dep.
2	Dean's Homogenized Milk (Paper)	Gallons	.7657	.[illegible]	.7857
3	Homogenized Milk	Gallons			
4	Dean's Homogenized Milk	½ Gals.	.3838	.3511	.3938
5	Homogenized Milk	½ Gals.			
6	Dean's Homogenized Milk	Quarts	.1999	.[illegible]	.2049
7	Homogenized Milk	Quarts			
8	Dean's Homogenized Milk	Pints			.1089
9	Dean's Homogenized Milk	⅓ Quarts			.0729
10	Dean's Homogenized Milk	½ Pints			.0659
11	Dean's Vim	Gallons	.7058		.7258
12	Dean's Vim	½ Gals.	.3579		.3679
13	2%	½ Gals.			
14	Dean's Vim-Chocolate	½ Gals.	.4008		.4108
15	Dean's Skim	½ Gals.	.3437		.3537
16	Skim	½ Gals.			
17	Dean's Skim	Quarts	.1849		.1899
18	Dean's Chocolate	Quarts	.2486		.2536
19	Dean's Chocolate	Pints			.1326
20	Dean's Chocolate	⅓ Quarts			.0897
21	Dean's Chocolate	½ Pints			.0700
22	Dean's Ready Shake	½ Pints			.1010
23					

Dean's Chocolate	½ Pints		.0700
22 Dean's Ready Shake	½ Pints		.1010
23			
24 Dean's Buttermilk	½ Gals.	.3838	.3938
25 Dean's Buttermilk	Quarts	.1999	.2049
26 Dean's Egg Nog	Quarts		
27 Holiday Nog	½ Gals.		
28 Dean's Half & Half	Quarts		.5017
29 Dean's Half & Half	Pints	.2668	.2718
30 Half & Half	Pints		
31 Dean's Flavor Charm	Pints		.1966
32 Dean's Whipping Cream	Pints		.5678
33 Dean's Whipping Cream	½ Pints	.2839	.2889
34 Dean's Sour Cream	8 oz.	.2471	.2496
35 Dean's Sour Cream	16 oz.		.4785
36 Dean's Sour Half & Half	16 oz.		.3618
37 Super & Reddi Whip	8 oz.		.4060
38 Yogourt	8 oz.		.1980
39 Dean's Dip & Dressing	8 oz.		.2854
40			
41			
42 Dean's Cottage Cheese	8 oz.		.1747
43 Dean's Cottage Cheese	1#	.2739	.2789
44 Dean's Cottage Cheese — Flav'd	1#		.2789
45			
46 Dean's Dry Cheese	13 oz.		.2789
47 Dean's Cottage Cheese	2#	.4877	.4977
48			
49			
50			
51 Dean's Butter	1#		
52 Orange Drink (Glass)	½ Gal.		
53 Orange Juice	Quarts		

Dean's Milk Products delivered to your stores located at: [illegible]
NORTHERN ILLINOIS AREA excluding greater Chicago

area and the City of Rockford, Illinois 3534

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Four drop deliveries per store per week - full return credit for

damaged or faulty product - no returns for outdates.

			NET PRICES		
			A & P Label		Dean Label
1	Dean's Homogenized Milk (Glass)	Gallons		[illegible]	.7536 + dep.
2	Dean's Homogenized Milk (Paper)	Gallons	.7657	[illegible]	.7857
3	Homogenized Milk	Gallons			
4	Dean's Homogenized Milk	½ Gals.	.3838	.3514	.3938
5	Homogenized Milk	½ Gals.			—
	Homogenized Milk	½ Gals.			
6	Dean's Homogenized Milk	Quarts	.1999	.[illegible]	.2049
7	Homogenized Milk	Quarts			
8	Dean's Homogenized Milk	Pints			.1089
9	Dean's Homogenized Milk	⅓ Quarts			.0729
10	Dean's Homogenized Milk	½ Pints			.0659
11	Dean's Vim	Gallons	.7058		.7258
12	Dean's Vim	½ Gals.	.3579		.3679
13	2%	½ Gals.			
14	Dean's Vim-Chocolate	½ Gals.	.4008		.4108
15	Dean's Skim	½ Gals.	.3437		.3537
16	Skim	½ Gals.			
17	Dean's Skim	Quarts	.1849		.1899
18	Dean's Chocolate	Quarts	.2486		.2536
19	Dean's Chocolate	Pints			.1326
20	Dean's Chocolate	⅓ Quarts			.0897
21	Dean's Chocolate	½ Pints			.0700
22	Dean's Ready Shake	½ Pints			.1010
23					
24	Dean's Buttermilk	½ Gals.	.3838		.3938

22

25 Dean's Buttermilk	Quarts	.1999	.2049
26 Dean's Egg Nog	Quarts		
27 Holiday Nog	½ Gals.		
28 Dean's Half & Half	Quarts		.5017
29 Dean's Half & Half	Pints	.2668	.2718
30 Half & Half	Pints		
31 Dean's Flavor Charm	Pints		.1966
32 Dean's Whipping Cream	Pints		.5678
33 Dean's Whipping Cream	½ Pints	.2839	.2889
34 Dean's Sour Cream	8 oz.	.2471	.2496
35 Dean's Sour Cream	16 oz.		.4785
36 Dean's Sour Half & Half	16 oz.		.3618
37 Super & Reddi Whip	8 oz.		.4060
38 Yogourt	8 oz.		.1980
39 Dean's Dip & Dressing	8 oz.		.2854
40			
41			
42 Dean's Cottage Cheese	8 oz.		.1747
43 Dean's Cottage Cheese	1#	.2739	.2789
44 Dean's Cottage Cheese — Flav'd	1#		.2789
45			
46 Dean's Dry Cheese	13 oz.		.2789
47 Dean's Cottage Cheese	2#	.4877	.4977
48			
49			
50			
51 Dean's Butter	1#		
52 Orange Drink (Glass)	½ Gal.		
53 Orange Juice	Quarts		

28.1

DEAN MILK COMPANY
Franklin Park, Illinois
3534-A

DMCO FORM 76 3M 6/1/66

264

3535

RM #4539

BUYING DEPARTMENT

DATE 228

DATA SHEET

[illegible] - Chicago - Cal

Cont 35¢ [illegible]

lled incl .0015 for 3.5 BF .0031 for advertise	Adv. Label		A&P		Diff	[illegible]	
	Borden	Dean	Borden	Dean	Borden [illegible] A&P		
Ballon Glass	.74[illegible]	.7478					
✓ Paper	.7780	.7836	.7078	.7512 .7696	-.0484		
✓ ✓	.3890	.3918	.3514	.3756 .3545	-.0244		
✓	.2085	.2007	.1907	.1926 .1977	-.0019		
½ Gal ✓	.3680	.3668	.3304	.3506 .3525	-.0206		

[illegible] ✓ ✓ ✓	.3680	.3528	.3772	.3366 .3458	-.0142	
✓ Dt. ✓	.2015	.1879	.1602	.1798 .1844	-.0196	
[illegible] Dt ✓	.2085	.2009	.1762	.1928 .1972	-.0166	
✓ ½ Gal ✓	.3890	.3918	.3434	.3756 .3848	-.0322	
[illegible] Dt ✓	.2470	.2510	.2352	.2432 .2484	-.0186	
✓ ✓ ½ Pt.	.2960	.2610	.2642	.2526 .2595	+.0116	[illegible]
[illegible] Cream ½ Pt	.3030	.5434	.2842	.2703 .2729	+.0139	[illegible]
[illegible] Cream 8 oz	.2505	.2442	.2455	.2340 .2386	+.0115	Then [illegible]
✓ ✓ 16 oz	.4905	.4617	.4805	—		[illegible]
[illegible] 8 oz	.2975	.2797	.2875		00018	[illegible]

2849

CX95

592

265

3448

Arrange interview in Dumping

Fred

To: Ted w John W 4/15

00017
CX96

DEAN FOODS COMPANY
3600 RIVER ROAD, FRANKLIN PARK, ILLINOIS

EXECUTIVE OFFICES

February 27, 1967

Mr. E. R. Schmidt
The Great A & P Tea Company
2622 N. Pulaski Rd.
Chicago, Illinois 60639

Dear Mr. Schmidt:

The efficiencies in the delivery of fresh milk and related fresh milk products to your stores that we discussed in our recent meeting have been evaluated and the anticipated savings in our operation permit us to quote you reduced prices for both A & P and Dean branded products. Adjusted product price schedules that reflect these as well as the "possible deductions" outlined in my January 24, 1967 letter are enclosed. Prices apply to all Illinois and Indiana stores in your Chicago unit and are subject to the proposals contained in the letter referred to above.

If I can supply additional information, please advise.

Very truly yours,
DEAN MILK COMPANY

Tom T. Thompson
Tom T. Thompson
General Sales Manager
Fresh Milk Division

TTT/ms

Rec'd 4-15/67

Total savings to be passed on to us

CX 97

Effective February 24, 1967 , the prices below will apply on
Dean's Milk Products delivered to your stores located at: **3538**

Greater Chicago area - North to Waukegan, West to Fox River Valley
Town, South to Kankakee & East to Calumet area inclusive for all areas.
Six drop deliveries to store cooler per store per week. No returns for outdates.
Preorder & routes to average 40,000 points weekly with daily loads equalled.

* 3.5% Butterfat

				NET PRICES		
			IVS	A & P Label		Dean Label
1	Dean's Homogenized Milk (Glass)		Gallons		Current	.7154 + dep.
2	Dean's Homogenized Milk (Paper)		Gallons		Levels	.7512
3	Homogenized Milk	*	Gallons	.7312	[illegible]	
4	Dean's Homogenized Milk		½ Gals.			.3756
5	Homogenized Milk	*	½ Gals.	.3656	.3512	
6	Dean's Homogenized Milk		Quarts			.1928
7	Homogenized Milk	*	Quarts	.1878	.1904	
8	Dean's Homogenized Milk		Pints			
9	Dean's Homogenized Milk		⅓ Quarts			
10	Dean's Homogenized Milk		½ Pints			
11	Two per cent		Gals.	.6712		.6912
12	Dean's Vim		½ Gals.	.3436	.3304	.3506
13	2%		½ Gals.	[illegible] [illegible]		
14	Dean's Vim-Chocolate		½ Gals.	.3846		.3916
15	Dean's Skim		½ Gals.	.3296		.3366
16	Skim		½ Gals.			
17	Dean's Skim		Quarts	.1763		.1798
18	Dean's Chocolate		Quarts	.2403	[illegible]	.2438
19	Dean's Chocolate		Pints			
20	Dean's Chocolate		⅓ Quarts			
21	Dean's Chocolate		½ Pints			
22	Dean's Ready Shake		½ Pints			

23

24	Dean's Buttermilk	½ Gals.	.3686	.3434	.3756
25	Dean's Buttermilk	Quarts	.1893	.1764	1928
26	Dean's Egg Nog	Quarts			
27	Holiday Nog	½ Gals.			
28	Dean's Half & Half	Quarts			.4747
29	Dean's Half & Half	Pints	.2494	.2644	.2529
30	Half & Half	Pints			
31	Dean's Flavor Charm	Pints			.1879
32	Dean's Whipping Cream	Pints			.5272
33	Dean's Whipping Cream	½ Pints	.2668	.2444	.2703
34	Dean's Sour Cream	8 oz.	.2305	.2455	.2323
35	Dean's Sour Cream	16 oz.			.4455
36	Dean's Sour Half & Half	16 oz.			.3399
37	Super & Reddi Whip	8 oz.			.3890
38	Yogourt	8 oz.			.1951
39	Dean's Dip & Dressing	8 oz.			.2696
40					
41					
42	Dean's Cottage Cheese	8 oz.			.1635
43	Dean's Cottage Cheese	1#	.2562		.2597
44	Dean's Cottage Cheese -- Flav'd	1#			.2597
45					
46	Dean's Dry Cheese	13 oz.			.2597
47	Dean's Cottage Cheese	2#	.4615		.4685
48					
49					
50					
51	Dean's Butter	1#			
52	Orange Drink (Glass)	½ Gal.			
53	Orange Juice	Quarts			

DEAN MILK COMPANY

Greater Chicago area - North to Waukegan, West to Fox River Valley
Town, South to Kankakee & East to Calumet area inclusive for all areas. 3539
Six drop deliveries to store cooler per store per week. No returns for outdates.
Preorder & routes to average 40,000 points weekly with daily loads equalled.

* 3.5% Butterfat		NET PRICES		
		A & P Label		Dean Label
1 Dean's Homogenized Milk (Glass)	Gallons		[illegible]	.7154 + dep.
2 Dean's Homogenized Milk (Paper)	Gallons		[illegible]	.7512
3 Homogenized Milk *	Gallons	.7312	[illegible]	
4 Dean's Homogenized Milk	½ Gals.			.3756
5 Homogenized Milk *	½ Gals.	.3656	.3512	
6 Dean's Homogenized Milk	Quarts			.1928
7 Homogenized Milk *	Quarts	.1878	.1904	
8 Dean's Homogenized Milk	Pints			
9 Dean's Homogenized Milk	⅓ Quarts			
10 Dean's Homogenized Milk	½ Pints			
11 Two per cent	Gals.	.6712		.6912
12 Dean's Vim	½ Gals.	.3436	.3304	.3506
13 2%	½ Gals. [illegible]	.3366		
14 Dean's Vim-Chocolate	½ Gals.	.3846		.3916
15 Dean's Skim	½ Gals.	.3296		.3366
16 Skim	½ Gals.			
17 Dean's Skim	Quarts	.1763		.1798
18 Dean's Chocolate	Quarts	.2403	[illegible]	.2438
19 Dean's Chocolate	Pints			
20 Dean's Chocolate	⅓ Quarts			
21 Dean's Chocolate	½ Pints			
22 Dean's Ready Shake	½ Pints			
23				
24 Dean's Buttermilk	½ Gals.	.3686	.3434	.3756
25 Dean's Buttermilk	Quarts	.1893	.1764	1928
26 Dean's Egg Nog	Quarts			

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Dean's Buttermilk	½ Gals.	.3686	.3432	.3756
25 Dean's Buttermilk	Quarts	.1893	.1764	.1928
26 Dean's Egg Nog	Quarts			
27 Holiday Nog	½ Gals.			
28 Dean's Half & Half	Quarts			.4747
29 Dean's Half & Half	Pints	.2494	.2644	.2529
30 Half & Half	Pints			
31 Dean's Flavor Charm	Pints			.1879
32 Dean's Whipping Cream	Pints			.5272
33 Dean's Whipping Cream	½ Pints	.2668	.2844	.2703
34 Dean's Sour Cream	8 oz.	.2305	.2255	.2323
35 Dean's Sour Cream	16 oz.			.4455
36 Dean's Sour Half & Half	16 oz.			.3399
37 Super & Reddi Whip	8 oz.			.3890
38 Yogourt	8 oz.			.1951
39 Dean's Dip & Dressing	8 oz.			.2696
40				
41				
42 Dean's Cottage Cheese	8 oz.			.1635
43 Dean's Cottage Cheese	1#	.2562		.2597
44 Dean's Cottage Cheese — Flav'd	1#			.2597
45				
46 Dean's Dry Cheese	13 oz.			.2597
47 Dean's Cottage Cheese	2#	.4615		.4685
48				
49				
50				
51 Dean's Butter	1#			
52 Orange Drink (Glass)	½ Gal.			
53 Orange Juice	Quarts			

3539-A

DEAN MILK COMPANY
Franklin Park, Illinois

DMCO FORM 76 5M 6/1/66

2841

Class II $4.08 per cwt.

2c9

234

3540

Effective February 24, 1967, the prices below will apply on Dean's Milk Products delivered to your stores located at:

NORTHERN Illinois area excluding greater Chicago area and the City of Rockford, Ill.

3 drop deliveries per store per week - no returns for outdates. Product to be preordered by store personnel.

* 3.5% Butterfat

	IVS		NET PRICES	
			A & P Label	Dean Label
1 Dean's Homogenized Milk (Glass)		Gallons		.7380 + dep.
2 Dean's Homogenized Milk (Paper)		Gallons		.7620
3 Homogenized Milk	*	Gallons	.7420	
4 Dean's Homogenized Milk		½ Gals.		.3810
5 Homogenized Milk	*	½ Gals.	.3710	.3810
6 Dean's Homogenized Milk		Quarts		.2007
7 Homogenized Milk	*	Quarts	.1957	
8 Dean's Homogenized Milk		Pints		
9 Dean's Homogenized Milk		⅓ Quarts		
10 Dean's Homogenized Milk		½ Pints		
11 Two per cent		Gals.	.6880	.7080
12 Dean's Vim		½ Gals.	.3490	.3590
13 2%		½ Gals.		
14 Dean's Vim-Chocolate		½ Gals.	.3899	.3999
15 Dean's Skim		½ Gals.	.3392	.3492
16 Skim		½ Gals.		
17 Dean's Skim		Quarts	.1796	.1846
18 Dean's Chocolate		Quarts	.2251	.2301
19 Dean's Chocolate		Pints		
20 Dean's Chocolate		⅓ Quarts		

23

Dean's Chocolate	½ Pints		
22 Dean's Ready Shake	½ Pints		.1010
23			
24 Dean's Buttermilk	½ Gals.	.3679	.3779
25 Dean's Buttermilk	Quarts	.1886	.1936
26 Dean's Egg Nog	Quarts		
27 Holiday Nog	½ Gals.		
28 Dean's Half & Half	Quarts	.4893	.4993
29 Dean's Half & Half	Pints	.2592	.2642
30 Half & Half	Pints		
31 Dean's Flavor Charm	Pints		
32 Dean's Whipping Cream	Pints	.5256	.5356
33 Dean's Whipping Cream	½ Pints	.2628	.2678
34 Dean's Sour Cream	8 oz.	.2358	.2408
35 Dean's Sour Cream	16 oz.	.4616	.4716
36 Dean's Sour Half & Half	16 oz.	.3566	.3616
37 Super & Reddi Whip	8 oz.		.4039
38 Yogourt	8 oz.		.1980
39 Dean's Dip & Dressing	8 oz.		.2854
40			
41			
42 Dean's Cottage Cheese	8 oz.		.1731
43 Dean's Cottage Cheese	1#	.2606	.2656
44 Dean's Cottage Cheese -- Flav'd	1#		.2656
45			
46 Dean's Dry Cheese	13 oz.		.2656
47 Dean's Cottage Cheese	2#	.4727	.4827
48			
49			
50			
51 Dean's Butter	1#		
52 Orange Drink (Glass)	½ Gal.		
53 Orange Juice	Quarts		

NORTHERN Illinois area excluding greater Chicago area and the City of Rockford, Ill.

3541

3 drop deliveries per store per week - no returns for outdates. Product to be preordered by store personnel.

* 3.5% Butterfat

			NET PRICES	
			A & P Label	Dean Label
1 Dean's Homogenized Milk (Glass)		Gallons		.7380 + dep.
2 Dean's Homogenized Milk (Paper)		Gallons		.7620
3 Homogenized Milk	*	Gallons	.7420	
4 Dean's Homogenized Milk		½ Gals.		.3810
5 Homogenized Milk	*	½ Gals.	[illegible]	.3810

5 Homogenized Milk	*	½ Gals.	.3710	
6 Dean's Homogenized Milk		Quarts		.2007
7 Homogenized Milk	*	Quarts	.1957	
8 Dean's Homogenized Milk		Pints		
9 Dean's Homogenized Milk		⅓ Quarts		
10 Dean's Homogenized Milk		½ Pints		
11 Two per cent		Gals.	.6880	.7080
12 Dean's Vim		½ Gals.	.3490	.3590
13 2%		½ Gals.		
14 Dean's Vim-Chocolate		½ Gals.	.3899	.3999
15 Dean's Skim		½ Gals.	.3392	.3492
16 Skim		½ Gals.		
17 Dean's Skim		Quarts	.1796	.1846
18 Dean's Chocolate		Quarts	.2251	.2301
19 Dean's Chocolate		Pints		
20 Dean's Chocolate		⅓ Quarts		
21 Dean's Chocolate		½ Pints		
22 Dean's Ready Shake		½ Pints		.1010
23				
24 Dean's Buttermilk		½ Gals.	.3679	.3779
25 Dean's Buttermilk				

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	Dean's Buttermilk	Quarts	.1886	.1936
26	Dean's Egg Nog	Quarts		
27	Holiday Nog	½ Gals.		
28	Dean's Half & Half	Quarts	.4893	.4993
29	Dean's Half & Half	Pints	.2592	.2642
30	Half & Half	Pints		
31	Dean's Flavor Charm	Pints		
32	Dean's Whipping Cream	Pints	.5256	.5356
33	Dean's Whipping Cream	½ Pints	.2628	.2678
34	Dean's Sour Cream	8 oz.	.2358	.2408
35	Dean's Sour Cream	16 oz.	.4616	.4716
36	Dean's Sour Half & Half	16 oz.	.3566	.3616
37	Super & Reddi Whip	8 oz.		.4039
38	Yogourt	8 oz.		.1980
39	Dean's Dip & Dressing	8 oz.		.2854
40	/			
41	/			
42	Dean's Cottage Cheese	8 oz.		.1731
43	Dean's Cottage Cheese	1#	.2606	.2656
44	Dean's Cottage Cheese — Flav'd	1#		.2656
45				
46	Dean's Dry Cheese	13 oz.		.2656
47	Dean's Cottage Cheese	2#	.4727	.4827
48				
49				
50				
51	Dean's Butter	1#		
52	Orange Drink (Glass)	½ Gal.		
53	Orange Juice	Quarts		

DEAN MILK COMPANY
Franklin Park, Illinois

DMCO FORM 76 3M 6/1/66

00014 2845

3542

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County Clerk

27

Effective February 24, 1967, the prices below will apply on Dean's Milk Products delivered to your stores located at:

ROCKFORD, ILLINOIS

Six deliveries per week per store - no returns for outdates

* 3.5% Butterfat

			NET PRICES		
			A & P Label		Dean Label
1	Dean's Homogenized Milk (Glass)	Gallons			.7698 + dep.
2	Dean's Homogenized Milk (Paper)	Gallons			.7987
3	Homogenized Milk *	Gallons	.7787	.6964	
4	Dean's Homogenized Milk	½ Gals.			.3993
5	Homogenized Milk *	½ Gals.	.3898	.3482	
6	Dean's Homogenized Milk	Quarts			.2109
7	Homogenized Milk *	Quarts	.2059	.1891	
8	Dean's Homogenized Milk	Pints			
9	Dean's Homogenized Milk	⅓ Quarts			
10	Dean's Homogenized Milk	½ Pints			
11	Two Percent	Gals.	.7216		.7416
12	Dean's Vim	½ Gals.	.3658		.3758
13	2%	½ Gals.			
14	Dean's Vim-Chocolate	½ Gals.	.4078		.4178
15	Dean's Skim	½ Gals.	.3508	.3192	.3608
16	Skim	½ Gals.			
17	Dean's Skim	Quarts	.1889	.1626	.1939
18	Dean's Chocolate	Quarts	.2568	.2336	.2618
19	Dean's Chocolate	Pints			
20	Dean's Chocolate	⅓ Quarts			
21	Dean's Chocolate	½ Pints			

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22 Dean's Ready Shake	½ Pints			.1020
23				
24 Dean's Buttermilk	½ Gals.	.3898	.[illegible]	.3998
25 Dean's Buttermilk	Quarts	.2059	.1746	.2109
26 Dean's Egg Nog	Quarts			
27 Holiday Nog	½ Gals.			
28 Dean's Half & Half	Quarts			.5124
29 Dean's Half & Half	Pints			.2746
30 Half & Half	Pints	.2696	.[illegible]46	
31 Dean's Flavor Charm	Pints			.1965
32 Dean's Whipping Cream	Pints			.5757
33 Dean's Whipping Cream	½ Pints	.2863	.2846	.2913
34 Dean's Sour Cream	8 oz.	.2493	.2438	.2518
35 Dean's Sour Cream	16 oz.			.4817
36 Dean's Sour Half & Half	16 oz.			.3598
37 Super & Reddi Whip	8 oz.			.4088
38 Yogourt	8 oz.			.2057
39 Dean's Dip & Dressing	8 oz.			.2920
40				
41				
42 Dean's Cottage Cheese	8 oz.			.1733
43 Dean's Cottage Cheese	1#	.2697		.2747
44 Dean's Cottage [illegible]	1#			.2747
45				
46 Dean's Dry Cheese	13 oz.			.2747
47 Dean's Cottage Cheese	2#	.4824		.4924
48				
49				
50				
51 Dean's Butter	1#			
52 Orange Drink (Glass)	½ Gal.			
53 Orange Juice	Quarts			

DEAN MILK COMPANY 2846

x deliveries per week per store - no returns for outdates **3543**

* 3.5% Butterfat

			NET PRICES		
			A & P Label		Dean Label
1	Dean's Homogenized Milk (Glass)	Gallons			.7698 + dep.
2	Dean's Homogenized Milk (Paper)	Gallons			.7987
3	Homogenized Milk *	Gallons	.7787	.6944	
4	Dean's Homogenized Milk	½ Gals.			.3993
5	Homogenized Milk *	½ Gals.	.3898	.3484	
6	Dean's Homogenized Milk	Quarts			.2109
7	Homogenized Milk *	Quarts	.2059	.1891	
8	Dean's Homogenized Milk	Pints			
9	Dean's Homogenized Milk	⅓ Quarts			
10	Dean's Homogenized Milk	½ Pints			
11	Two Percent	Gals.	.7216		.7416
12	Dean's Vim	½ Gals.	.3658		.3758
13	2%	½ Gals.			
14	Dean's Vim-Chocolate	½ Gals.	.4078		.4178
15	Dean's Skim	½ Gals.	.3508	.3194	.3608
16	Skim	½ Gals.			
17	Dean's Skim	Quarts	.1889	.1646	.1939
18	Dean's Chocolate	Quarts	.2568	.2336	.2618
19	Dean's Chocolate	Pints			
20	Dean's Chocolate	⅓ Quarts			
21	Dean's Chocolate	½ Pints			
22	Dean's Ready Shake	½ Pints			.1020
23					
24	Dean's Buttermilk	½ Gals.	.3898	.3464	.3998
25	Dean's Buttermilk	Quarts	.2059	.1746	.2109
26	Dean's Egg Nog	Quarts			
27	Holiday Nog	½ Gals.			

Dean's Half & Half	Quarts			.5124
29 Dean's Half & Half	Pints			.2746
30 Half & Half	Pints	.2696	.2626	
31 Dean's Flavor Charm	Pints			.1965
32 Dean's Whipping Cream	Pints			.5757
33 Dean's Whipping Cream	½ Pints	.2863	.2846	.2913
34 Dean's Sour Cream	8 oz.	.2493	.2438	.2518
35 Dean's Sour Cream	16 oz.			.4817
36 Dean's Sour Half & Half	16 oz.			.3598
37 Super & Reddi Whip	8 oz.			.4088
38 Yogourt	8 oz.			.2057
39 Dean's Dip & Dressing	8 oz.			.2920
40				
41				
42 Dean's Cottage Cheese	8 oz.			.1733
43 Dean's Cottage Cheese	1#	.2697		.2747
44 Dean's Cottage Cheese	1#			.2747
45				
46 Dean's Dry Cheese	13 oz.			.2747
47 Dean's Cottage Cheese	2#	.4824		.4924
48				
49				
50				
51 Dean's Butter	1#			
52 Orange Drink (Glass)	½ Gal.			
53 Orange Juice	Quarts			

3543-A

DEAN MILK COMPANY
[illegible], Illinois

2846

DMCO FORM 76 3M 6/1/66

3544

Effective February 24, 1967 , the prices below will apply on Dean's Milk Products delivered to your stores located at:

NORTHERN INDIANA AREA

c
223

Three drop deliveries per store per week - no returns for outdates.

Product to be preordered by store personnel.

* 3.5% Butterfat

				NET PRICES		
				A & P Label		Dean Label
1	Dean's Homogenized Milk (Glass)		Gallons			.6863 + dep.
2	Dean's Homogenized Milk (Paper)		Gallons			.6963
3	Homogenized Milk	*	Gallons	.6863	.6648	
4	Dean's Homogenized Milk		½ Gals.			.3529
5	Homogenized Milk	*	½ Gals.	.3429	.3310	~~231~~
6	Dean's Homogenized Milk		Quarts			.1919
7	Homogenized Milk	*	Quarts	.1869	.1807	
8	Dean's Homogenized Milk		Pints			
9	Dean's Homogenized Milk		⅓ Quarts			
10	Dean's Homogenized Milk		½ Pints			
11	Two per cent		Gals.	.6398		.6498
12	Dean's Vim		½ Gals.			.3258
13	2%		½ Gals.	.3158	.3104	
14	Dean's X//n-Chocolate Skim		½ Gals.	.3248		.3348
15	Dean's Skim		½ Gals.			.3188
16	Skim		½ Gals.	.3038	.3010	
17	Dean's Skim		Quarts	.1619	.1544✓	.1669
18	Dean's Chocolate		Quarts	.2279	.2175✓	.2329
19	Dean's Chocolate		Pints			
20	Dean's Chocolate		⅓ Quarts			
21	Dean's Chocolate		½ Pints			

Dean's Ready Shake	½ Pints			.0990
23				
24 Dean's Buttermilk	½ Gals.	.3368	.373✓	.3468
25 Dean's Buttermilk	Quarts	.1779	.166✓	.1829
26 Dean's Egg Nog	Quarts			
27 Holiday Nog	½ Gals.			
28 Dean's Half & Half	Quarts			.4477
29 Dean's Half & Half	Pints			.2233
30 Half & Half	Pints	.2183	.253✓	
31 Dean's Flavor Charm	Pints			
32 Dean's Whipping Cream	Pints			
33 Dean's Whipping Cream	½ Pints	.2506	.274✓	.2556
34 Dean's Sour Cream	8 oz.	.1979	.2355	.2029
35 Dean's Sour Cream	16 oz.			.3908
36 Dean's Sour Half & Half	16 oz.			.3039
37 Super & Reddi Whip	8 oz.			.3950
38 Yogourt	8 oz.			.1970
39 Dean's Dip & Dressing	8 oz.			.2517
40				
41				
42 Dean's Cottage Cheese	8 oz.			.1539
43 Dean's Cottage Cheese	[illegible]	.2367		.2417
44 Dean's Cottage Cheese -- Flav'd	[illegible]			.2566
45				
46 Dean's Dry Cheese	13 oz.			.2417
47 Dean's Cottage Cheese	2#	.4477		.4576
48				
49				
50				
51 D Butter	1#			
Drink (Glass)	½ Gal.			
nge Juice	Quarts			

DEAN MILK COMPANY

Three drop deliveries per store per week - no returns for outdates.

Product to be preordered by store personnel. 3545

* 3.5% Butterfat

NET PRICES

				A & P Label		Dean Label
1	Dean's Homogenized Milk (Glass)		Gallons			.5863 + dep.
2	Dean's Homogenized Milk (Paper)		Gallons			.6963
3	Homogenized Milk	*	Gallons	.6863	.6678	
4	Dean's Homogenized Milk		½ Gals.			.3529
5	Homogenized Milk	*	½ Gals.	.3429	.3310	
6	Dean's Homogenized Milk		Quarts			.1919
7	Homogenized Milk	*	Quarts	.1869	.1807	
8	Dean's Homogenized Milk		Pints			
9	Dean's Homogenized Milk		⅓ Quarts			
10	Dean's Homogenized Milk		½ Pints			
11	Two per cent		Gals.	.6398		.6498
12	Dean's Vim		½ Gals.			.3258
13	2%		½ Gals.	.3158	.3104	
14	Dean's [illegible]n-Chocolate Skim		½ Gals.	.3248		.3348
15	Dean's Skim		½ Gals.			.3188
16	Skim		½ Gals.	.3038	.3074	
17	Dean's Skim		Quarts	.1619	.154 ✓	.1669
18	Dean's Chocolate		Quarts	.2279	.175 ✓	.2329
19	Dean's Chocolate		Pints			
20	Dean's Chocolate		⅓ Quarts			
21	Dean's Chocolate		½ Pints			
22	Dean's Ready Shake		½ Pints			.0990
23						
24	Dean's Buttermilk		½ Gals.	.3368	.3234	.3468
25	Dean's Buttermilk		Quarts	.1779	.166 ✓	.1829
26	Dean's Egg Nog		Quarts			

231

	Holiday Nog	½ Gals.			
28	Dean's Half & Half	Quarts			.4477
29	Dean's Half & Half	Pints			.2233
30	Half & Half	Pints	.2183	.2534 ✓	
31	Dean's Flavor Charm	Pints			
32	Dean's Whipping Cream	Pints			
33	Dean's Whipping Cream	½ Pints	.2506	.2744 ✓	.2556
34	Dean's Sour Cream	8 oz.	.1979	.2355	.2029
35	Dean's Sour Cream	16 oz.			.3908
36	Dean's Sour Half & Half	16 oz.			.3039
37	Super & Reddi Whip	8 oz.			.3950
38	Yogourt	8 oz.			.1970
39	Dean's Dip & Dressing	8 oz.			.2517
40					
41					
42	Dean's Cottage Cheese	8 oz.			.1539
43	Dean's Cottage Cheese	[illegible]	.2367		.2417
44	Dean's Cottage Cheese — Flav	[illegible]			.2566
45					
46	Dean's Dry Cheese	13 oz.			.2417
47	Dean's Cottage Cheese	2#	.4477		.4576
48					
49					
50					
51	Dean's Butter	1#			
	[illegible] Drink (Glass)	½ Gal.			
	[illegible]nge Juice	Quarts			

DMCO FORM 76 3M 6/1/66

DEAN MILK COMPANY
Franklin Park, Illinois

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3545-A

2847

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8.C

DEAN MILK COMPANY
DIVISION OF DEAN FOODS COMPANY
3600 NORTH RIVER ROAD
FRANKLIN PARK, ILLINOIS 60131

TELEPHONES
FRANKLIN PARK 678-1680
CHICAGO NAtional 5-6200

February 28, 1967

Mr. E. R. Schmidt
The Great A & P Tea Company
2622 N. Pulaski Rd.
Chicago, Illinois 60639

Dear Mr. Schmidt:

After our meeting this morning, I was reviewing the Northern Illinois price schedule and discovered one of the cost reduction factors had not been included. Attached is a correct price schedule for this area. Please destroy the Northern Illinois area schedule I left with you this morning.

Very truly yours,
DEAN MILK COMPANY

Tom T. Thompson

Tom T. Thompson
General Sales Manager
Fresh Milk Division

TTT/ms

3/4 "Unutilized" #

27

3547

Effective February 24, 1967, the prices below will apply on Dean's Milk Products delivered to your stores located at:

NORTHERN Illinois area excluding greater Chicago area and the City of Rockford, Ill.

3 drop deliveries per store per week - no returns for outdates.

Product to be preordere by store personnel.

NET PRICES

* 3.5% Butterfat

			A & P Label		Dean Label
1 Dean's Homogenized Milk (Glass)		Gallons		[illegible]	.7180 + dep.
2 Dean's Homogenized Milk (Paper)		Gallons		[illegible] " "	.7420
3 Homogenized Milk	*	Gallons	.7220	.6456	
4 Dean's Homogenized Milk		½ Gals.			.3
5 Homogenized Milk	*	½ Gals.	.3610	.3278	
6 Dean's Homogenized Milk		Quarts			
7 Homogenized Milk	*				.1957

Homogenized Milk	*	Quarts	.1907	.1764	
8 Dean's Homogenized Milk		Pints			
9 Dean's Homogenized Milk		⅓ Quarts			
10 Dean's Homogenized Milk		½ Pints			
11 two per cent		gals.	.6680		.6880
12 Dean's Vim		½ Gals.	.3390	.3018	.3490
13 2%		½ Gals.			
14 Dean's Vim-Chocolate		½ Gals.	.3799		.3899
15 Dean's Skim		½ Gals.	.3292		.3392
16 Skim		½ Gals.			
17 Dean's Skim		Quarts	.1746	.1499	.1796
18 Dean's Chocolate		Quarts	.2201	.2109	.2251
19 Dean's Chocolate		Pints			
20 Dean's Chocolate		⅓ Quarts			
21 Dean's Chocolate		½ Pints			
22 Dean's Ready Shake		½ Pints			
23					1010

Dean's Ready Shake	½ Pints			
23				.1010
24 Dean's Buttermilk	½ Gals.	.3579	.3144	.3679
25 Dean's Buttermilk	Quarts	.1836	.1619	.1886
26 Dean's Egg Nog	Quarts			
27 Holiday Nog	½ Gals.			
28 Dean's Half & Half	Quarts	.4793		.4893
29 Dean's Half & Half	Pints	.2542	.2499	.2592
30 Half & Half	Pints			
31 Dean's Flavor Charm	Pints			
32 Dean's Whipping Cream	Pints	.5156		.5256
33 Dean's Whipping Cream	½ Pints	.2578	.2500	.2628
34 Dean's Sour Cream	8 oz.	.2308	.2319	.2358
35 Dean's Sour Cream	16 oz.	.4516	.4519	.4616
36 Dean's Sour Half & Half	16 oz.	.3516		.3566
37 Super & Reddi Whip	8 oz.			.4039
38 Yogourt	8 oz.			.1980
39 Dean's Dip & Dressing	8 oz.			.2804
40				
41				
42 Dean's Cottage Cheese	8 oz.			.1706
43 Dean's Cottage Cheese	1#	.2556		.2606
44 Dean's Cottage Cheese -- [illegible]'d	1#			.2606
45				
46 Dean's Dry Cheese	13 oz.			.2606
47 Dean's Cottage Cheese	2#	[illegible]		.4727
48				
49				
50				
51 Dean's Butter	1#			
52 Orange Drink (Glass)	½ Gal.			
53 Orange Juice	Quarts			

BEST COPY AVAILABLE

DEAN MILK COMPANY

3 drop deliveries per store per week - no returns for outdates. 3548

Product to be preordere by store personnel.

227
2

NET PRICES

				A & P Label		Dean Label
	* 3.5% Butterfat					
1	Dean's Homogenized Milk (Glass)		Gallons	[illegible]		.7180 + dep.
2	Dean's Homogenized Milk (Paper)		Gallons	[illegible] "		.7420
3	Homogenized Milk	*	Gallons	.7220	.6456	
4	Dean's Homogenized Milk		½ Gals.			
5	Homogenized Milk	*	½ Gals.	.3610	.3276	
6	Dean's Homogenized Milk		Quarts			
7	Homogenized Milk	*	Q			.1957
	Homogenized Milk	*	Quarts	.1907	.1764	
8	Dean's Homogenized Milk		Pints			
9	Dean's Homogenized Milk		⅓ Quarts			
10	Dean's Homogenized Milk		½ Pints			
11	two per cent		gals.	.6680		.6880
12	Dean's Vim		½ Gals.	.3390	.3018	.3490
13	2%		½ Gals.			
14	Dean's Vim-Chocolate		½ Gals.	.3799		.3899
15	Dean's Skim		½ Gals.	.3292		.3392
16	Skim		½ Gals.			
17	Dean's Skim		Quarts	.1746	.1499	.1796
18	Dean's Chocolate		Quarts	.2201	.1909	.2251
19	Dean's Chocolate		Pints			
20	Dean's Chocolate		⅓ Quarts			
21	Dean's Chocolate		½ Pints			
22	Dean's Ready Shake		½ Pints			
23						.1010
24	Dean's Buttermilk		½ Gals.	.3579	.3145	.3679
25	Dean's Buttermilk		Quarts	.1836	.1619	.1886
26	Dean's Egg Nog		Quarts			
27	Holiday Nog		½ Gals.			
28	Dean's Half & Half		Quarts	.4793		.4893
29	Dean's Half & Half		Pints			

240

	Quarts	.4793		.4893
29 Dean's Half & Half	Pints	.2542	.7499	.2592
30 Half & Half	Pints			
31 Dean's Flavor Charm	Pints			
32 Dean's Whipping Cream	Pints	.5156		.5256
33 Dean's Whipping Cream	½ Pints	.2578	.75[illegible]	.2628
34 Dean's Sour Cream	8 oz.	.2308	.7317	.2358
35 Dean's Sour Cream	16 oz.	.4516	.4519	.4616
36 Dean's Sour Half & Half	16 oz.	.3516		.3566
37 Super & Reddi Whip	8 oz.			.4039
38 Yogourt	8 oz.			.1980
39 Dean's Dip & Dressing	8 oz.			.2804
40				
41				
42 Dean's Cottage Cheese	8 oz.			.1706
43 Dean's Cottage Cheese	~~1#~~	.2556		.2606
44 Dean's Cottage Cheese -- [illegible]'d	1#			.2606
45				
46 Dean's Dry Cheese	13 oz.			.2606
47 Dean's Cottage Cheese	2#	[illegible]		.4727
48				
49				
50				
51 Dean's Butter	1#			
52 Orange Drink (Glass)	½ Gal.			
53 Orange Juice	Quarts			

DMCO FORM 76 3M 6/1/66

DEAN MILK COMPANY
Franklin Park, Illinois

3548-A

283

3549

CX10-102A

THE BORDEN COMPANY
CHICAGO REGION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

AREA CODE 312 277-0400

March 13, 1967

Mr. E. R. Schmidt
The Great A & P Tea Company
2622 N. Pulaski Road
Chicago, Illinois 60639

Dear Mr. Schmidt:

When I visited with you last Friday with regard to the changes occurring in the Class I milk price, we brought up again the price adjustments of $.0035 per point to compensate for the increases that have occurred in the cost of labor and containers prior to June of 1966. You will recall that our proposal to supply you with private label milk definitely contemplated that we were to pass on to you any changes that occurred in the cost of labor and containers. There is little doubt in our minds that we had a mutual understanding on this point.

The present union contracts in force covering the majority of processing and distribution personnel have been effective since May 1, 1966 and were consummated as the result of labor-management negotiations. The end result of such contract settlement with the principal unions, together with the agreements reached with other miscellaneous unions. resulted in a total wage cost package that increased our wage cost at wholesale by $.00296 per point. This increased cost per point is inclusive of the changes in the basic hourly and weekly wage rates, additional costs brought about by certain reclassification of jobs, extension of eligible vacation periods, increases in the employer contributions covering pensions and health and welfare and the increase that occurred in the employer Social Security contributions.

During this same period the cost of containers used to package fluid milk products increased $.000725 per point. The increase differed as to container sizes, but the $.000725 per point increase results from applying the A & P volume utilization for each size to each respective size container increase and arriving at a volume weighted cost per point.

00040
2864

The total of the foregoing labor and container cost increases amounts to $.003685 per point sold. As you know, we passed on this increase to our

Mr. E. R. Schmidt
The Great A & P Tea Company

March 13, 1967

customers purchasing Borden label products, such increase representing the equivalent of $.0035 per point. *

We indicated last Friday to you that it is most necessary to make effective this increase of $.0035 per point, which change we request be applicable as of March 20, 1967. We feel sure that upon review you will concur with us in this regard.

We want you to know that we are most grateful for the opportunity to serve you.

Sincerely,

Orville Gose

Orville P. Gose

* Market advanced .0050 on strength of Union Contract. Can be substantiated

Increase asked	.0035
Container Cost	.000725
Increase attributable to Labor Inc. Actual ~~Labor Inc.~~ Requested	.002775
Total Labor Inc	.00296
Inc wanted	.002775
Borden absorbing	.000185

00042✓

THE BORDEN COMPANY
CHICAGO METROPOLITAN REGION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

AREA CODE 312 277-6400

March 21, 1967

Mr. E. R. Schmidt
The Great A & P Tea Company
2622 N. Pulaski Road
Chicago, Illinois 60639

Dear Mr. Schmidt:

When we visited with you yesterday and discussed further our letter to you under date of March 13, 1967 regarding the increase in labor and container costs, you requested additional supplementary information in this regard.

The Union contract negotiated which became effective generally as of May 1, 1966 brought about the following basic increases:

[illegible]

Increase 5/1/66

Job Classification		Increase Rate per Hour
General Production Worker	$	.2050
Reclassified Occupation		.2625
Machinists		.1750
Mechanics		.1750
Engineers		.1750
Office Employees		.2000
Loaders		.2000
Wholesale Routemen ($6 per week)		.1500
Transport Drivers ($6 per week)		.1500

Fringe Benefits	
Employer Contributions - Pension and Health & Welfare - Local 754	.085
Health & Welfare Contributions - Local 753	.025

In addition, vacation benefits were extended, inside workers currently attain a maximum of 5 weeks after 15 years of service, and wholesale drivers, transport workers, etc., attain a maximum of 4 weeks vacation after 15 years of service.

00038

CX 103 D

3553

As you well know, the employer contributions under the Federal Social Security program increased from $174.00 per year to $277.20 per year.

The increased wage cost per point at wholesale we indicated amounted to $.00296 per point and represented the following:

Wages	58.3%
Vacation Expense	10.6%
Pension & Welfare Expense	13.9%
Social Security Contributions	17.2%
Total	100.0%

R.M. [illegible]
D [illegible]

At this time our average wage cost per point sold at wholesale, exclusive of commissions and non-union and supervisory, administrative and executive personnel amounts to $.03441 per point. * This represents an increase of $.00296 per point.

During this period we also advised you that our basic carton cost increased $.000725 per point as follows:

Gallon Purpak containers	Increased	$.002800
Half gallon Purpak containers	"	.001430
Quarts Purpak containers	"	.000830
Pints Purpak containers	"	.000590
Half Pints Purpak containers	"	.000470
Average		$.000725

The above indicated average is not an arithmetic average but was weighted to represent A & P volume requirements of each size container.

We again call to your attention that our proposal to supply you with private label milk definitely contemplated that we were to pass on to you any increases in labor or container costs. We trust that the foregoing adequately explains these increases.

Your continued patronage is greatly appreciated.

Sincerely,

Orville P. Gose

Orville P. Gose
THE BORDEN COMPANY

*All wage scale = .03145 per point
% of Inc. = 9.4%

.03441
-.00296
.03145

CX 103 E

3554

Brokers

Eff. Inc. 4/1/56

Old Wage Cost per Point	.03115
Wage Increase ✓ ✓	.00296
Present Wage Cost ✓ ✓	.00344
% of Increase in Wages	9.4%
Wage Increase	.00296
Carton ✓	.000725
Total ✓	.003685
Broker Increase to A&P	[illegible] ~~[illegible]~~ 95%
Broker to Absorb	.000185 5%

Wkly Cost to A&P: Should be [illegible]

Wkly usage 750,000 pts

Cost Increase @ .0035

Cost per wk. $2625.00

[illegible]

IRB & R.W. [illegible] [illegible] 4/1 4/5

4/13 [illegible]
Dec

CX 103F

3555 CX 1D-105A

292

THE BORDEN COMPANY
CHICAGO REGION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

AREA CODE 312 277-6400

March 30, 1967

Mr. E. R. Schmidt
The Great A & P Tea Company
2622 No. Pulaski Road
Chicago, Illinois 60639

Dear Mr. Schmidt:

Pursuant to the request for additional wage cost data made by Mr. Robert Witzke in connection with our letters to you under date of March 13th and March 21st, 1967, we have enclosed the following schedules:

Schedule (I)	Schedule Showing by Major Job Classification and Type of Expense, Hourly Wage Cost Increases Effective May, 1966
Schedule (II)	Schedule Showing Comparison of Union Wage Rates by Major Classification, May 1966 Compared to May 1965

Schedule I indicated above provides in detail the factors comprising the increased rate per hour covering the various job classifications as set forth in our letter of March 21, 1967. In this regard it is our opinion that the various costs are set forth on a conservative basis. For example, the continuing years of service on the part of employees bring about in a routine manner additional vacation expense which accumulates with years of service and is not computed as a specific item. The increased vacation cost per hour only represents the additional cost due to the granting of an additional week's vacation. The matter of days off for jury duty, funeral pay, sick leave, are also difficult to calculate specifically and have been omitted from our developed increased costs, but do reflect their cost image in the total cost of doing business. Also, in some specific areas the increased cost brought about by the reclassification of jobs imposed an increase of 36.6¢ per hour.

Schedule II shows a comparison of base union wage rates between May 1966 and May 1965 by the major classifications set forth in our letter of March 21, 1967.

In our letters of March 13, 1967 and March 21, 1967 we have indicated our overall increased wage cost at wholesale amounted to $.00296 per point.

Mr. E. R. Schmidt
The Great A & P Tea Company

March 30, 1967

The 1966 Dairy Employees Union wage contract as finally consummated contained a number of changes, all of which had considerable emphasis upon our costs. These changes represented increasing the night differential rate by28%, the inclusion of new classifications not formerly covered by the contract; the reclassification of certain jobs at higher pay levels; the extension of vacation pay to cover an additional week together with the eligibility for three weeks vacation instead of two weeks after one year of service; reduction in the retirement age eligibility from 62 years to 60 years with an increase in the employer contribution of 3.5 cents per hour; changes in health and welfare which provide greater coverage for members, and other requirements, all of which are in addition to the basic hourly increased rate. Also, as we have previously advised, the changes in the Social Security Act which became effective on January 1, 1966 increased our costs the equivalent of 4.9 cents per hour.

We have attempted to compute these increased payroll costs in a reasonable manner. As we have indicated in our letter of March 13, 1967, this increase has already been passed on to our customers purchasing Borden label products.

We sincerely hope that this information will allow for the affirmative conclusion of the matter this week in accordance with our proposal to supply you with private label milk, which proposal definitely contemplated that we were to pass on to you any increase in labor or container costs.

Your continued patronage is greatly appreciated.

Sincerely,

O. P. Gose
The Borden Company

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THE BORDEN COMPANY
CHICAGO REGION

3/29/67

Schedule II

Schedule Showing Comparison of Union Wage Rates by Major Classifications

May 1966 Compared to May 1965

Classification	1965 Subsequent to 5/1/65 Per Week	1965 Subsequent to 5/1/65 Per Hour	1966 Subsequent to 5/1/66 Per Week	1966 Subsequent to 5/1/66 Per Hour
General Production Worker	$132.50	$ 3.3125	$136.50	$ 3.4125
Machinists	179.00	4.4750	182.00	4.5500
Mechanics	153.60	3.8400	156.60	3.9150
Engineers	166.40	4.1600	169.40	4.2350
Office Employees-Clerks	126.00	3.1500	130.00	3.2500
Wholesale Routemen	134.10	3.3525	136.60	3.4150
Transport Drivers	141.10	3.5275	143.60	3.5900

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13

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CHIC

Schedule Showing by
and Type of Expense, H
Effecti

Classification	Increased C	
	Basic Hourly Wage Rate	Vacations (1)
General Production Workers	.1000	.0370
Reclassified Occupation	.1000	..0370
Machinists	.0750	.0370
Mechanics	.0750	.0370
Engineers	.0750	.0370
Office Employees	.1000	.0370
Wholesale Routemen	.0630	.0370
Transport Drivers	.0630	.0370

(I) Computed on an average basi

RDEN COMPANY
AGO REGION

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Schedule I

Major Job Classification
ourly Wage Cost Increases
ve May, 1966

Cost per Hour Due to:

Pensions and Welfare	Social Security	Job Reclassification Nite - Sunday Premiums, etc.	TOTAL
.0350	.0500	.0330	.2550
.0350	.0500	.0905	.3125
	.0500	.0130	.1750
	.0500	.0130	.1750
	.0500	.0130	.1750
.0350	.0500	.0280	.2500
.0125	.0500		.1625
.0125	.0500		.1625

s.

213

1050

303

3559

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4/4/67

Patterson

Orville's calling. they had just concluded their meeting with Bartels. He had reviewed the matter on the basis of our calculations of the giving recognition to his (Bartels) position on pensions, welfare and social security.

In the review of the matter he came about talking about .0019 compared to our recalculation of .0010. At one point he asked Orville to check again with Malone, going back to his approval of a $100,000 payroll and a 4% rate increase. Went thru the mechanics of the figures indicating to Orville that when Bartels was talking about a 4% increase he was then referring to the base rate change. The total amount of the increase cost of payroll due pensions, welfare and social security amounted to $5187.37 of which approximately 25% accruing to A.T.P. $1796.84 per week. Divided by ATP's 604,000 points, this represented an increased cost of .0021 per point. Taking the matter a step further to reconcile the figures, the elimination of pensions welfare and social security reduced the total wage cost factor on a weighted basis by 32%. The former computed figure of .00296 x 68% = .00201 - this was the basis of our revised cost increase.

Further discussion revolved around Bartel's new figure of .0019 and our indicated factor of $.0020 per point. At one juncture Crowley indicated that he would not prolong the discussion and would look at the .0019 per point if the matter could be concluded. The discussion continued and it was indicated that Crowley was to call Bob Witzke the first thing

4/4/67

and confirm the .0010. Bartile inquired of the factors included the containers and was advised "no" but he indicated that from the point of view they were a part of the adjustments. He also inquired of Orville as to what this .0010 adj. of P.L. compared to the name brand did to any legal position - Orville indicated he did not feel our position was any different legally from where it was before the P.L. adjustment.

Bartile was very cordial, indicated that he recognized our problems - they too had such ones - sometimes it was most difficult to explain to other companies other area prices west Chicago the factors that he knew existed.

The meeting ended in good cordial relations between the parties.

110c

Patterson 4/4/67

Orville called - they had justed [just] concluded their meetings with Bartels. He had reviewed the matter on the basis of our calculations after giving recognition of his (Bartels) position on pensions, welfare and social security.

In the review of the matter he came about talking about .0019 compared to our recalculation of .0020. At one point he asked Orville to check again with Malone, going back to his appraisal of a $100,000 - payroll and a 4% rate increase. Went thru the mechanics of the figures indicating to Orville that when Bartels was talking about a 4% increase he was then referring to the basic rate change. The total amount of the increased cost of payrolls less pensions, welfare and social security amounted to $5187.37 of which approximately 25% accrued to A&P or $1296.84 per week. Divided by A&P's 604,000 points, this represented an increased cost of .0021 per point. Taking the matter a step further to reconcile the figure, the elimination of pensions, welfare and social security reduced the total wage cost factor on a weighted basis by 32%. The former computed figure of .00296 X 68% - .0021 - this was the basis of our revised cost increase. Further discussion revolved around Bartel's new figure of .0019 and our indicated factor of .0020 per point.

At one juncture Orville indicated that he would not prolong the discussion and would look at the .0019 per point if the matter could be concluded. The discussion continued and it was indicated that Orville was to call Bob Witzke the first thing and confirm the .0020. Bartels inquired if this factor included the container and was advised "no" but he indicated that from the point of view they were a part of the adjustment. He also inquired of Orville as to what this .0020 adj. of P. L. compared to the name brand did to any legal position - Orville indicated he did not feel our position was any different legally from where it was before the P. L. adjustment.

Bartels was very cordial, indicated that he recognized our problems - they too had real ones - sometimes it was most difficult to explain to others comparing other area prices with Chicago the factors that he knew existed.

The meeting ended in good cordial relations between the parties.

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5/1/67-5/1/70

MILK DRIVERS' UNION

Local 753, I. B. of T., C., W. & H. of A.

Articles of Agreement

Between ______________________________ milk dealer, party of the first part, hereinafter called the Employer, or Processor, and the MILK DRIVERS' UNION, LOCAL 753 I. B. of T., C., W. & H. of A., party of the second part, hereinafter called the Union.

ARTICLE 1. For all types of work coming under the present jurisdiction of the Union, the Employer shall hire members of the Union or those who will become members on the thirty-first [31st] day of employment.

Inexperienced men shall have the status of apprentices, relative to wages only, for a period of ninety [90] days from the date of employment. Trial period for new men shall be sixty [60] days.

ARTICLE 2. The Employer shall choose men from the eligible list in the order of their company seniority in the respective departments. The Employer agrees when hiring additional men to refer to the Union's list of unemployed men laid off by any Employer within a period of two years from the date of the vacancy, and shall hire eligible men, qualified for the job, from such list in preference to others. It is further agreed that no man shall be entitled to have his name on the eligible list who has been discharged for cause or who is incompetent in that he is not physically able to perform his duties, has not had at least one year's continuous experience with an employer party to this contract or who has had an unsatisfactory performance record.

ARTICLE 3. Seniority in Lay-offs. Departmental Seniority, as defined hereafter, shall prevail when making lay-offs of employees because of the elimination of positions or routes coming under the jurisdiction of this Agreement. The employee in the department with least service, excepting foremen, in which said lay-off or elimination occurs shall be laid off first; provided that preference with respect to service shall not interfere with the selection of competent drivers properly qualified to serve the types of trade involved. In case a foreman is demoted to the status of a routeman, he takes on seniority rating on the basis of his total length of service. Where a member is being displaced at a branch, he can exercise his seniority at the branch or with company seniority. Departmental classifications will be as follows:

Classifications:

[a] Department No. 1—Milk sales delivery which includes route-riders, routemen, salesmen and special delivery men. This department shall be confined to the distribution branches of the Employer. Any man transferred from one branch to another with a route or his group of routes shall retain his company seniority. Any man transferred at request of Employer shall retain his company seniority if agreed upon by Union and Employer.

[b] Department No. 2—Transportation men, which includes tank, truck and van drivers. Seniority shall apply to all such men employed by the Employer.

[c] Consolidations and Mergers: Company seniority by departments shall govern lay-offs within the department affected and consolidations of branches owned by the Employer. If the Employer acquires any dairy business by purchase or merger, employees of the acquired business shall enjoy five years' departmental seniority, provided he has been employed by that company at least five years, insofar as lay-offs are concerned, unless this shall be agreed by both parties to be detrimental to the business. Where the business so acquired has non-union employees, or employees who have been members of the Union for less than five years, the question of seniority for these employees is to be agreed upon between the Employer and Union, parties to this agreement. This article applies to all consolidations or mergers since 1941.

[d] Seniority in hiring and lay-offs on night routes to be governed same as day routes. No employee with two years or more of continued service shall lose his seniority rating by reason of lay-off, if he is again permanently employed within two years from time of lay-off. Men hired temporarily to run vacation routes shall not be subject to the terms of this article. When it becomes necessary for any employee to leave his employment because of sickness or accident,

or more of continued service shall lose his seniority rating by reason of lay-off, if he is again permanently employed within two years from time of lay-off. Men hired temporarily to run vacation routes shall not be subject to the terms of this article. When it becomes necessary for any employee to leave his employment because of sickness or accident, he shall be given his old position when he again is able, in the judgment of competent medical authority, to perform the duties of the job, and shall retain the seniority he had before he became sick.

[e] The seniority list of men shall be posted at all branches.

[f] Route Bidding. One route pick in six years. If route is taken off or transferred, man can rebid in six-year period. Routes to be posted immediately for seventy-two hours with a description of points and location. Two changes on each pick. Preference on route bidding shall not interfere with the selection of competent drivers properly qualified to handle the route. Company seniority as now in contract. Route Riders' and Permanent Vacation jobs to be subject to bid. Bidding on routes does not apply during the first year of employment, except on store routes if qualified men are presently employed.

ARTICLE 4. 40 hours shall constitute a week's work of 5 days of all routemen on retail and store routes, plus eating period of 5 hours per week, and shall include all time required for daily and monthly reports or other book work. Time and one-half for overtime after 45 hours per week with 40 hours computed into base pay to establish hourly rate for overtime pay.

The present delivery system of six day operation shall continue in effect throughout the contract. While this system of delivery remains in effect, there shall be absolutely no deliveries on Sunday or pickups on that or other days.

Each man's time to report shall be scheduled and placed on time card. Time to unload may be scheduled. Each man's time shall be recorded on time card by time clock when he starts and finishes his day's work in the make-up room, starting time to be governed by schedules.

Schedules of time, allotting proper number of hours, shall be posted in a prominent place in the office or garage. In case a route is too large to be run within the proper time limit, the load shall be adjusted by the management so that it can be. Routes which pull in when properly serviced in less than the hours scheduled shall be subject to review by the Employer and Union for re-scheduling.

In case a route is too large to be run within the proper time schedule, adjustments when warranted shall be made within two weeks, by the Employer, so that such route can be properly serviced within the Forty-five hour week. If adjustments are not made within two weeks after request is made by the Union representative, such shall be considered in violation of this Agreement.

The Employer shall provide facilities to load and unload, quickly and properly.

The Employer agrees to maintain adequate card record time clocks for the purpose of recording the working hours of employees.

The foregoing principles shall also be applied to men serving non-commission trade.

ARTICLE 5. In case of breakdown, accident or delay beyond his control, the Union agrees that the Employer shall be allowed reasonable tolerances in enforcement of provisions of Article 4.

ARTICLE 6. Any matter in dispute, between the Union and Employer [excepting wages and hours as set forth in Articles 4, 37 and 41 and questions of jurisdictional matters, as decided by Teamsters Joint Council No. 25, which cannot be settled], shall be referred by either party to an Industry Labor Committee consisting of three [3] representatives of Employers, parties to this Agreement, and three [3] representatives of the Union. It shall be the duty of this Committee to hear and dispose of all complaints raised by either party to this Agreement concerning violations thereof that cannot be settled amicably between the parties. If this Committee is equally divided on any such complaint, the Chief Justice of the Municipal Court of Chicago or his nominee shall be called in to act as the impartial member of said committee, and his decision shall be final. No action shall be taken by either party to the Agreement pending the decision of this Committee.

ARTICLE 7. If the Employer claims an employee is short in his accounts, the employee or the Union representative shall, upon request, be furnished with an itemized account of the shortage.

ARTICLE 8. When any dispute arises as to the hours of work, or to commissions and wages, the Employer agrees to furnish in a reasonable time, time records, reports, load sheets, or any records applying to wages or commissions necessary to determine whether or not a man received the wages and commissions he is entitled to receive.

ARTICLE 9. It is agreed by the Union that any member of the Union wishing to quit his position must give his Employer one week's notice. It is agreed by the Employer that if he wishes to discharge a member of the Union, he will give him one week's notice. Proven dishonesty or drunkenness shall be considered just cause for discharge with-

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out the one week's notice. At the expiration of the week's notice, the member of the Union shall, upon request, be issued a statement with reference to his character and services and receive all monies due him, with an itemized statement.

ARTICLE 10. It is further agreed that no member of the Union will be asked to make any verbal or written contracts which will conflict with this Agreement. Any existing contracts or agreements between members of the Union and the Employer conflicting with this Agreement shall be null and void.

ARTICLE 11. Members of the Union shall not be required to perform any duties which conflict in any manner with those required of members of other labor organizations, except for emergencies. Controversies with other labor organizations shall not be considered emergencies. Members requested to drive trucks to safety lanes for inspection by the Employer must do so within the work week as specified in this Agreement.

Heat producing defrosters and heaters shall be provided for all trucks.

All truck drivers and transportation men leaving their trucks at the end of their day's work at a point away from the starting point shall be paid for the time required for the driver to return to the starting point.

ARTICLE 12. Vacations. It is agreed that all employees coming under the jurisdiction of this agreement, shall at the end of any fifty-two weeks of service with one firm, be entitled to two weeks' vacation with full pay and commissions. All men on regular vacations shall receive full pay and commissions, excepting as provided in Section H. of ARTICLE 42. If at the end of fifty-two weeks, an employee either resigns or is discharged, he shall have two weeks' pay in lieu of his vacation. Vacation schedules to be on a year round basis. Employees to pick their vacation period by order of seniority.

All employees shall receive three [3] weeks' vacation after five [5] years, and four [4] weeks after fifteen years of service. Full credit on mergers or when with the same employer in accumulating vacation years of service. By agreement, the Employer shall allow split vacations to all employees at the request of the member.

Should any employee resign or be discharged before any period of fifty-two [52] weeks has expired, he shall receive one-twelfth [1/12th] of his earned vacation pay for each month of service, providing he has had one earned vacation.

Members leaving employer after May 1st, 1953, or those out of industry on that date, shall not be entitled to any bridging of service toward computing five [5] and fifteen [15] years of service.

ARTICLE 13. There shall be a steward at each dairy to see that the members of the Union live up to the rules of the Union and dairy. Said steward shall be elected by members of the Union working at said dairy, or temporarily appointed by Executive Board from said branch or dairy, and shall be allowed one day off during the months of January, April, July and October for the purpose of collecting dues.

ARTICLE 14. No employee shall be dismissed, transferred or suspended on account of serving on committees of the Union, or as delegate to Labor Conventions, or because of other Union activities.

Employer to pay the difference in members' pay and that received for JURY SERVICE. Members can serve only ONCE in two years.

Employer shall pay wages for three [3] days off in case of death of spouse, father, mother or child of employee, mother-in-law and father-in-law.

ARTICLE 15. All employees coming under the jurisdiction of the Union shall be entitled to a five-day week. Company seniority to prevail in the selection of days off when a day is open in the group, once member becomes part of the group.

All work performed on the sixth and seventh consecutive day of any work week shall be compensated for at the rate of one and one-half times the regular hourly rate. Employer must notify steward when men are required to work sixth or seventh day.

ARTICLE 16. In case of a lock-out or strike of any Union, it shall not be considered a violation of this Agreement for the members of this Union to refuse to deliver goods where such controversy is on, if in compliance with Federal and State laws.

ARTICLE 17. All guaranteed salary and overtime shall be paid on Thursday, for the preceding week ending Saturday. Stewards shall be given weekly reports on routes running overtime.

ARTICLE 18. Any firm requesting drivers to wear uniforms or caps, shall furnish same, free of charge to the employee, shall keep them laundered and in repair at the company's expense, and all such articles must bear the union label.

the employee to give bond, the same shall be furnished, the employee

ARTICLE 17. All guaranteed

Saturday. Stewards shall be given weekly reports on routes running overtime.

ARTICLE 18. Any firm requesting drivers to wear uniforms or caps, shall furnish same, free of charge to the employees, shall keep them laundered and in repair at the company's expense, and all such articles must bear the union label.

ARTICLE 19. Should the Employer require the employee to give bond, the same shall be furnished, the employee to pay one-half the total premium. Interest to be paid at the rate of four percent [4%] per annum on all cash deposits when requested by employee annually. Cash deposits to be limited to Two Hundred Dollars [$200.00].

It is further agreed that all cash deposits of the employee shall be segregated from all other funds on the books of the Employer.

ARTICLE 20. Should the Union hereafter enter into any agreement with any milk dealer upon terms and conditions more advantageous to such dealer than the terms and conditions of this Agreement, or should the Union sanction a course of conduct by any milk dealer who has signed this form of agreement enabling him to operate under more advantageous terms and conditions than those provided for in this Agreement, the Employer shall be entitled to adopt such terms and conditions in lieu of those contained in this Agreement.

Employer or Processor, after notice by the Union, proven to be in violation of wages and hours or other conditions of contract, shall pay a penalty, an additional one-half the amount collected, to go to the Union to be used for charitable purposes.

ARTICLE 21. Should any member of the Union be expelled or suspended by the Union, the Employer agrees to discharge such person within fifteen [15] days after receiving written notice from the officials of the Union, if in compliance with the law.

ARTICLE 22. It is agreed that all soliciting from the routes will be done by regular routemen or foremen in their respective territories. When dealers employ solicitors or adjusters they shall be members of Local 753 and receive maximum scale called for in these Articles of Agreement, and hours as specified in Article 4.

ARTICLE 23. It is agreed that no employee shall be required to deliver more goods than he can adequately serve within the regular working time specified in this Agreement.

The Employer further agrees not to employ helpers on routes or trucks to avoid the payment of a routeman's scale of wages.

It is further agreed by both parties hereto that none except authorized employees of the company shall be permitted to ride on any delivery vehicle or serve customers therefrom.

ARTICLE 24. It is further agreed by the Employer that when a route is split, the driver whose route is so divided shall have first choice of the two routes with full pay for the six months following, or such part thereof as he continues in the employment of the Employer, to be governed by the thirty days' average sales previous to dividing said route.

ARTICLE 25. Credits on all stolen, broken, spilled or sour goods are to be allowed for daily upon proper evidence at platform or milk-room. Any man proven dishonest in securing credits for stolen, broken, spilled or sour goods shall be subject to discharge without further notice.

ARTICLE 26. When a route salesman leaves his regular route temporarily, to run vacation routes, he shall receive Two Dollars [$2.00] per week, in addition to his regular salary, and the commission his regular route earns.

A man hired to run routes shall receive at least half-pay for time spent when learning routes.

ARTICLE 27. Retail routemen required to fill out order blanks or reports, or to figure or make up the monthly routebook shall do so within the hours prescribed in this article. Billing monthly accounts: Six [6] hours allowed for book work. Men to total units of sales in book. Companies to bill accounts which have been approved for monthly bills. Men to copy figures from bills into own books. All new men shall balance daily for the first six months.

Committee definitely empowered to work out realistic and modern system for same.

ARTICLE 28. Records of all bottle and container charges are to be charged on the customer's page as a separate item, such to be carried in outstanding at the end of each month. Drivers shall not pay for bottles.

The Employer shall be responsible for fixing credit for customers. The routemen shall be held responsible for any credit extended beyond that established by the Employer. However, no deductions shall be made from the pay of any routeman for extension of credit unless the credit limits so established are marked and initialed on the customer's page in the current route book.

ARTICLE 29. The employee will be given credit at the unloading point daily for all unsold goods he did not order. No employee shall be required to pay for goods which he has been unable to sell. Members shall not be charged for unsold goods daily.

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ARTICLE 30. Any legitimate shortage created by a routeman, routerider or route foreman shall be determined at the end of each month, and posted in route books by the 12th of the following month, and such shortages shall be paid on the following commission pay day. The same shall apply to the crediting of overages.

ARTICLE 31. Any routeman absent from his route for a period of not more than fourteen [14] days, shall receive the commission from same; after that period commission is to be paid to whoever is on the route, except as provided for in Articles 26 and 42.

ARTICLE 32. If route foremen, route riders, or routemen are required to serve two routes alone in one day, they shall receive one extra day's pay as compensation.

ARTICLE 33. Where it is necessary to make special deliveries, such sales shall be credited to the route regularly serving that trade. Full commission shall be paid with no base allowance to special delivery men where such deliveries are made of goods resold when such is not credited to any route.

ARTICLE 34. Any employee who has been receiving a premium over the previous established scales shall not lose his premium by reason of the execution of this Agreement. This clause shall not apply in cases of demotions or change in job classification.

ARTICLE 35. An employee working 51% of his time at any of the within classified occupations shall receive the highest scale specified for such work.

ARTICLE 36. Hours for wholesale men. Forty [40] hours shall constitute a week's work for routemen, routeriders, special delivery men and extra men serving non-commission wholesale trade. Each man's time to report and time to unload shall be scheduled so that he can finish his day's work in eight and one-half [8½] hours after he commences his day's work. Each man's time shall be recorded on time card by time clock when he reports and finishes his day's work in make-up room, starting time to be governed by schedules. Non-commission route men to be allowed to pull in when their routes are properly served. One-half hour shall be allowed for lunch.

ARTICLE 37. Wholesale men to receive time and one-half for all hours worked in excess of 40 hours in any week. Overtime after 42½ hours. Overtime on basis of 40 into base pay. In case of breakdown, accident or delay beyond his control, the Union agrees that the Employer shall be allowed reasonable tolerance in the enforcement of these provisions for overtime compensation.

ARTICLE 38. Members working forty [40] hours per week, if requested by the Employer to drive trucks to safety lane for inspection, must do so within forty [40] hours scheduled work week.

ARTICLE 39-A. Hours of Delivery—Retail Deliveries. On week days, loading to begin as required; deliveries and leaving dairy to start at 5:30 A.M., except on legal holidays, except Lincoln's or Washington's Birthday and Armistice Day, when vehicles shall start at any time in the morning that business may require. Unloading facilities to be ready at 1:30 P.M. week days and 9:00 A.M. holidays. Vehicles to be scheduled off the street 3:30 P.M. week days and 12:00 P.M. on holidays. Store wholesale routes not to leave barn before 6:00 A.M.

Wholesale Deliveries. All wholesale and store trucks to be scheduled off the street no later than 1 P.M. on holidays. Trade in the territory bounded on the north by North Ave., or on the west by Western Ave., on the south by Cermak Road, [both sides of the street included] shall not be regulated by the rules prescribed above; but shall be supplied from any time in the morning that the business may require, until 12 o'clock noon. All vehicles must be out of the district by 1 P.M.

All questions pertaining to hours of seasonal changes in delivery shall be referred to a committee from the Employers and the Union. The decision to be binding on both parties to this contract, except in case of breakdown or delay beyond their control.

The Employer agrees that he will enforce the provisions of this Article except in case of breakdown, accident or delay beyond his control.

ARTICLE 39-B. It is agreed that no relays of merchandise shall be made on store wholesale routes to trucks or stores at any time. All deliveries shall be made into the dairy case or cooler by the driver without any help or assistance.

Members shall not operate trucks carrying such loads which would endanger their own safety or that of the public. Trucks shall be properly loaded so that the driver can work safely out of same.

When dollies or hand trucks are used, they shall be furnished by the Employer. Lost or stolen dollies or hand trucks stores at any time. All deliveries shall be made into the dairy case or cooler by the driver without any charge to the public.

Members shall not operate trucks carrying such loads which would endanger their own safety or that of the public.

Trucks shall be properly loaded so that the driver can work safely out of same.

When dollies or hand trucks are used, they shall be furnished by the Employer. Lost or stolen dollies or hand trucks shall be replaced by the employee. Members shall not place more than FIVE cases on same.

ARTICLE 40. The Union agrees at all times, as far as in its power, to further the interests of the Employer. It is mutually agreed between the parties herein named, that the customers and consumers of the Employer belonging to and are a part of the assets and good-will of the said milk dealer; that the driver solicits, serves and sells such customers and consumers in a representative capacity only and if for any reason whatsoever any member of the said Union terminates his employment or is discharged or dismissed or for any reasons said employment ceases and is terminated, it is understood and agreed that any such driver or his agent shall not call upon, solicit, sell or interfere with or divert the customers or consumers formerly served by him on behalf of his former Employer, for a period of two years [2] from the date of his termination of employment. It is further understood that if a driver were to resign as a member of the Union, in no event would this abrogate the agreement until the space of two years [2] from the date of his resignation or discharge has elapsed. The Union shall not be required to pay any costs of any proceedings relative to procuring of any order restraining a driver from stripping his route. The party of the first part shall advance any and all costs necessary relative thereto and party of the second part agrees to abide by Article 40. The provisions of this article shall be suspended in the event of, and during a general strike by or lock-out of the members of the UNION.

Same principle of protection shall apply to Vendor members.

ARTICLE 41. WAGE SCALE.

	MAY 1, 1964			MAY 1, 1965			MAY 1, 1966		
	Weekly Rate	Hourly Rate	Overtime Rate	Weekly Rate	Hourly Rate	Overtime Rate	Weekly Rate	Hourly Rate	Overtime Rate
Retail Route Men*	$127.40	$3.19	$4.79	$130.90	$3.27	$4.91	$133.40	$3.34	$5.01
Inexperienced Men*	122.40	3.06	4.59	125.90	3.15	4.73	128.40	3.21	4.82
Retail Route Men (Factory)**	130.60	3.27	4.91	134.10	3.35	5.03	136.60	3.42	5.13
Inexperienced Men (Factory)**	125.60	3.14	4.71	129.10	3.23	4.85	131.60	3.29	4.94
Route Foremen	142.60	3.57	5.36	146.10	3.65	5.48	148.60	3.72	5.58
Assistant Route Foremen	137.60	3.44	5.16	141.10	3.53	5.30	143.60	3.59	5.39
Steady Vacation Men	137.60	3.44	5.16	141.10	3.53	5.30	143.60	3.59	5.39
Solicitors or Adjusters	137.60	3.44	5.16	141.10	3.53	5.30	143.60	3.59	5.39
Store Route Men	130.60	3.27	4.91	134.10	3.35	5.03	136.60	3.42	5.13
Commission Wholesale Route Men	132.10	3.30	4.95	135.60	3.39	5.09	138.10	3.45	5.13
Special and Extra Route Men	129.60	3.24	4.86	133.10	3.33	5.00	135.60	3.39	5.09
Truckers and Van Day Men	137.60	3.44	5.16	141.10	3.53	5.30	143.60	3.59	5.39
Truckers and Van Night Men	138.60	3.47	5.21	142.10	3.55	5.33	144.60	3.62	5.43
Tank Day Men	137.60	3.44	5.16	141.10	3.53	5.30	143.60	3.59	5.39
Tank Night Men	138.60	3.47	5.21	142.10	3.55	5.33	144.60	3.62	5.43
Noncommission Wholesale Men	151.60	3.79	5.69	155.10	3.88	5.82	157.60	3.94	5.91
Retail Store Solicitors	142.60	3.57	5.36	146.10	3.65	5.48	148.60	3.72	5.58
Noncommission Assistant Route Foremen	156.60	3.92	5.88	160.10	4.00	6.00	162.60	4.07	6.11
Noncommission Route Foremen	161.60	4.04	6.06	165.10	4.13	6.20	167.60	4.19	6.29

*All route men on six day retail and mixed routes shall receive fifty-three cents (53c) per hundred dollars of net retail collections, with a minimum guarantee of two dollars and fifty cents ($2.50) per week.

**All route men NOT receiving the incentive on collections.

ARTICLE 42 [A] 1. Commissions to be figured at 90c per hundred over 1000 points on six day routes and over 1583 points on five day routes. Effective May 1, 1965, the base shall be 2000 points per week on six day routes, and on five day routes, 1667 points per week.

2. Commissions on butter and oleomargarine sold at retail home delivery shall be two [2] points per pound and on eggs, two [2] points per dozen. Commission on orange juice, orange juice drink and Beep, quart or less, 2.225 points. Commission on cheese, 1.112 points per jar of one pound or less; in larger quantities, 1.112 points per pound at retail. Commission on all by-products on retail routes to be computed at point equivalent.

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3. Commission on butter on store routes shall be one cent [1c] per pound. Same for oleo. Commission on eggs—one cent [1c] per dozen. Commission on cheese—one cent [1c] per jar of one pound or less; in larger quantities, one cent [1c] per pound. This must be paid over and above the guaranteed salary. All sales to be computed on a point basis daily and put on load sheet.

4. Commission on Commission Wholesale shall be 75c per hundred over 2400 points for the first 4000 commission points, then 90c per hundred.

[B]. A point of goods sold on retail trucks shall consist of one quart of milk; one pint of milk, one-third quart of milk [when sold out of vending machines], four one-half pints of milk, three one-third quarts of milk, one quart of skim, one-half pint or two gills of cream, one quart of buttermilk, Half and Half—one point per pint; Egg Nog—four points per quart.

[C]. Full commissions shall be paid on schools served by either retail or wholesale routes. All half pints, or one-third quarts served by retail wagons to either schools or wholesale stops where they are not resold, can be figured,—four, one-half pints, or three, one-third quarts as one point.

[D]. All vending machines classed as retail, one third quart as one point, four one-half pints as one point.

[E]. Straight additional commission to be paid on goods not resold over 400 points per week.

[F]. Commission to be figured on goods for resale delivered on non-commission routes at 75c per hundred over 00 points up to 4000 points. Over 4000 points 90c per hundred.

[G]. Whenever a Foreman, Assistant Foreman or Extra men are required to run a wholesale commission route, he shall receive seventy percent [70%] of the commission earned that day, or days he runs the route. Balance of the earned commission to be credited to regular drivers. Commission for this group to be figured on basis of month average.

[H]. All goods sold from retail routes to be classed as retail. Places that resell milk to be classed as retail.

[I]. All commissions to be paid not later than the fourth pay day of the month.

[J]. Whenever Employer employs assistant route foremen or foremen on non-commission wholesale routes they shall be paid $5.00 and $10.00 over the wage scale for non-commission wholesale men as set forth in Article 41.

ARTICLE 43-A. Truckers, Van and Tank men. Forty [40] hours shall constitute a week's work, of eight hours per day. Overtime to be paid after eight and one-half [8½] hours per day which includes one-half hour eating period at one and one-half times the basic rate. The Employer shall be allowed reasonable tolerance in cases of breakdown or delay beyond the control of the Employer, in the enforcement of this Article. Man shall punch time-card by time-clock when he reports as scheduled and punch card when he finishes his day's work.

Seniority to apply on picking steady runs or starting time, once each year. This shall apply all the way to members in that group.

ARTICLE 43-B. All drivers of auto trucks who begin work at 4:00 P.M. or thereafter shall be considered night truck men. All drivers who begin work at 4:00 A.M. or thereafter shall be considered day truck men.

Truckers, van and tank men who work less than 4 hours on the night shift between 5:00 P.M. and 4:00 A.M. shall receive One Dollar per night. Those who work 4 hours or more during that period shall receive a bonus of Ten Per Cent [10%] per night.

Transportation members shall receive seven dollars over base pay for Sunday and Holiday work. When computing overtime pay for Sunday and Holiday work, seven dollars extra must be included. When new opening occurs, seniority in bidding shall apply all the way to members in that group.

Days off for Van men shall be picked by the men in the Van department in their particular barn, according to seniority. Same applies to Tank men. All Dealers must employ members of Local 753 to operate the transportation equipment. The final date for full compliance shall be August 15, 1964.

ARTICLE 44. Compulsory retirement at age 65, if a member is entitled to pension benefits, shall become effective March 1, 1967. If the member is not entitled to pension benefits, he must retire as soon as he has 25 years of service thereafter.

ARTICLE 45. It shall not be a violation of this Agreement for members of Local 753 to refuse to work for an Employer at a plant where any person or persons delivering milk or dairy products to or from such plants are not members of Local 753 or refuse to become members of Local 753 on the thirty-first [31st] day, if in compliance with tive March 1, 1967. If the member is

thereafter.

ARTICLE 45. It shall not be a violation of this Agreement for members of Local 753 to refuse to work for an Employer at a plant where any person or persons delivering milk or dairy products to or from such plants are not members of Local 753, or refuse to become members of Local 753 on the thirty-first [31st] day, if in compliance with Federal and State laws.

The Processor shall pay Thirty-Five Dollars [$35.00] per week to each vendor, effective May 1, 1964, and to master vendors for each route operated, as an allowance for advertising the sale of the processors' products; Thirty-Eight Dollars and Fifty Cents [$38.50], effective May 1, 1965, and Forty-One Dollars [$41.00] effective May 1, 1966. Thirteen Dollars [$13.00] of which, in the case of the individual vendor, shall be sent to the Union office each Thursday.

Processor shall provide, as a service to the vendor, a payment into the Pension-Severance Fund and the Health and Welfare Fund for members on their days off. Processor to furnish route rider for all vendor routes purchased or sold after May 1, 1959, and also for prior vendors who request route riders' service. Processor to pay for same, or be subject to penalty under Article 20, Paragraph 2. Service Charge to Vendors shall be eliminated.

Whenever a party of the first part claims the business of a vendor as his property, or where the party of the first part furnishes the vehicle for the use of a vendor, such vendor shall be classed as an employee and shall be paid the wages and commissions this contract calls for.

There shall be no change in employee status of members covered by this Agreement.

Processor agrees to service only vendors in good standing with Union or those presenting an O.K. card signed by Secretary-Treasurer signifying intention to join.

ARTICLE 46. The Employer agrees that when members of the Union leave for MILITARY Service, their seniority rights will be accumulative, crediting their period of service, and on return they will be given their positions if physically qualified to handle same. Application for reinstatement must be made within 90 days of date of honorable discharge.

ARTICLE 47. Pension-Severance. The Employer or Processor shall pay Ten Dollars [$10.00] per week on all members, effective May 20, 1963, into a separate fund for pension and severance benefits to members. The Employer or Processor shall also pay an additional four dollars per week on all bulk routes. Store Routes: three dollars additional on each 10,000 point route; four dollars on 11,000 point routes; five dollars on 12,000 point routes; five dollars and fifty cents on 13,000 point routes; six dollars on 14,000 point routes; and an additional fifty cents per 1,000 points for all additional points.

An additional One Dollar and Sixty Cents [$1.60] shall be paid on all members by the Employer or Processor for credit retirement after one year of service, up to a maximum of $1,000, effective May 20, 1963. This is to be made part of the Pension-Severance Fund.

This shall be jointly operated by a committee from the Union and the Employers as set forth in Supplemental Articles of Agreement and Milk Drivers'-Milk Dealers' Pension Severance Plan. The Employer's liability under this article is limited to the payment of contributions as hereinabove set forth. The best program for such an amount to be provided.

ARTICLE 48. Health and Welfare. The Employer or Processor shall pay Seven Dollars [$7.00] per week per member into a separate fund for health and welfare benefits to members, effective May 1, 1964; $7.50 per week per member effective May 1, 1965 and Eight Dollars [$8.00] per week per member, effective May 1, 1966. Payments to be made to Health and Welfare Fund by Employer for first four [4] weeks off duty because of an injury or illness. This Fund shall be administered by a committee of four, consisting of two Trustees representing the Union and two representing the Employers. The best program for such an amount shall be provided.

ARTICLE 49. This Agreement shall take effect as of May 1, 1964, and shall continue in effect until May 1, 1967 and from year to year thereafter unless written notice of a desire to cancel or modify the same is given by either party to the other not less than sixty [60] days prior to May 1st of any year thereafter. It is further agreed that negotiations continue until an agreement is reached or negotiations are broken off by either party.

UNION:

EMPLOYERS:

____________________ ____________________
President

____________________ ____________________
Secretary-Treasurer

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MILK DRIVERS' UNION

Local 753, I. B. of T., C., W. & H. of A.

Articles of Agreement

Between ______________________ milk dealer, party of the first part, hereinafter called the Employer, or Processor, and the MILK DRIVERS' UNION, LOCAL 753, I. B. of T., C., W. & H. of A., party of the second part, hereinafter called the Union.

ARTICLE 1. For all types of work coming under the present jurisdiction of the Union, the Employer shall hire members of the Union or those who will become members on the thirty-first [31st] day of employment.

Inexperienced men shall have the status of apprentices, relative to wages only, for a period of ninety [90] days from the date of employment. Trial period for new men shall be sixty [60] days.

ARTICLE 2. The Employer shall choose men from the eligible list in the order of their company seniority in the respective departments. The Employer agrees when hiring additional men to refer to the Union's list of unemployed men laid off by any Employer within a period of two years from the date of the vacancy, and shall hire eligible men, qualified for the job, from such list in preference to others. It is further agreed that no man shall be entitled to have his name on the eligible list who has been discharged for cause or who is incompetent in that he is not physically able to perform his duties, has not had at least one year's continuous experience with an employer party to this contract or who has had an unsatisfactory performance record.

ARTICLE 3. Seniority in Lay-offs. Departmental Seniority, as defined hereafter, shall prevail when making lay-offs of employees because of the elimination of positions or routes coming under the jurisdiction of this Agreement. The employee in the department with least service, excepting foremen, in which said lay-off or elimination occurs shall be laid off first; provided that preference with respect to service shall not interfere with the selection of competent drivers properly qualified to serve the types of trade involved. In case a foreman is demoted to the status of a routeman, he takes on seniority rating on the basis of his total length of service. Where a member is being displaced at a branch, he can exercise his seniority at the branch or with company seniority.

SHOULD BE UNDER ARTICLE 2

Employees whose jobs are eliminated shall be employed by the company as fill-in employees. No lay offs will result from these delivery changes as long as they are employed. Departmental classifications will be as follows:

Classifications:

[a)] Department No. 1—Milk sales delivery which includes route-riders, routemen, steady vacation men, salesmen and special delivery men. This department shall be confined to the distribution branches of the Employer. Any man transferred from one branch to another with a route or his group of routes shall retain his company seniority. Any man transferred at request of Employer shall retain his company seniority if agreed upon by Union and Employer.

[b] Department No. 2—Transportation men which includes tank, truck and van drivers. Seniority shall apply to all such men employed by the Employer.

[c] **Consolidations and Mergers:** Company seniority by departments shall govern lay-offs within the department affected and consolidations of branches owned by the Employer. If the Employer acquires any dairy business by purchase or merger, employees of the acquired business shall enjoy five years' departmental seniority, provided he has been employed by that company at least five years, insofar as lay-offs are concerned, unless this shall be agreed by both parties to be detrimental to the business. Where the business so acquired has non-union employees, or employees who have been members of the Union for less than five years, the question of seniority for these employees is to be agreed upon between the Employer and Union, parties to this agreement. This article applies to all consolidations or mergers since 1941.

[d] Seniority in hiring and lay-offs on night routes to be governed same as day routes. No employee with two years or more of continued service shall lose his seniority rating by reason of lay-off, if he is again permanently employed within two years from time of lay-off. Men hired temporarily to run vacation routes shall not be subject to the terms of this article. When it becomes necessary for any employee to leave his employment because of sickness or accident, [illegible] is able, in the judgment of competent medical authority, to perform the

[d] Seniority in [illegible] or more of continued service shall lose his seniority rating by reason of [illegible] within two years from time of lay-off. Men hired temporarily to run vacation routes shall not be subject to the terms of this article. When it becomes necessary for any employee to leave his employment because of sickness or accident, he shall be given his old position when he again is able, in the judgment of competent medical authority, to perform the duties of the job, and shall retain the seniority he had before he became sick.

[e] The seniority list of men shall be posted at all branches.

[f] Route Bidding. One route pick in six years. If route is taken off or transferred, man can rebid in six-year period. Routes to be posted immediately for seventy-two hours with a description of points and location. Two changes on each pick. Preference on route bidding shall not interfere with the selection of competent drivers properly qualified to handle the route. Company seniority as now in contract. Route Riders' and Permanent Vacation jobs to be subject to bid. Bidding on routes does not apply during the first year of employment, except on store routes if qualified men are presently employed.

ARTICLE 4. 40 hours shall constitute a week's work of 5 days of all routemen on retail and store routes, plus eating period of 5 hours per week, and shall include all time required for daily and monthly reports or other book work. Time and one-half for overtime after 45 hours per week with 40 hours computed into base pay to establish hourly rate for overtime pay.

The present delivery system of six day operation shall continue in effect throughout the contract except where otherwise provided in this paragraph. While this system of delivery remains in effect, there shall be absolutely no deliveries on Sunday or pickups on that or other days. Retail and wholesale routes to remain on the six day delivery during the duration of this agreement. Effective November 1, 1968, the employer may serve retail customers according to customer requirements. Effective May 1, 1969, the employer may serve stores not less than a minimum of four days per week.

Each man's time to report shall be scheduled and placed on time card. Time to unload may be scheduled. Each man's time shall be recorded on time card by time clock when he starts and finishes his day's work in the make-up room, starting time to be governed by schedules.

Schedules of time, allotting proper number of hours, shall be posted in a prominent place in the office or garage.

In case a route is too large to be run within the proper time limit, the load shall be adjusted by the management so that it can be. Routes which pull in when properly serviced in less than the hours scheduled shall be subject to review by the Employer and Union for re-scheduling.

In case a route is too large to be run within the proper time schedule, adjustments when warranted shall be made within two weeks, by the Employer, so that such route can be properly serviced within the Forty-five hour week. If adjustments are not made within two weeks after request is made by the Union representative, such shall be considered in violation of this Agreement.

The Employer shall provide facilities to load and unload, quickly and properly.

The Employer agrees to maintain adequate card record time clocks for the purpose of recording the working hours of employees.

The foregoing principles shall also be applied to men serving non-commission trade.

ARTICLE 5. In case of breakdown, accident or delay beyond his control, the Union agrees that the Employer shall be allowed reasonable tolerances in enforcement of provisions of Article 4.

ARTICLE 6. Any matter in dispute, between the Union and Employer [excepting wages and hours, as set forth in Articles 4, 37 and 41, and contributions to all existing Funds, as set forth in Articles 45, 47 and 48 and questions of jurisdictional matters, as decided by Teamsters Joint Council No. 25, which cannot be settled], shall be referred by either party to an Industry Labor Committee consisting of three [3] representatives of Employers, parties to this Agreement, and three [3] representatives of the Union. It shall be the duty of this Committee to hear and dispose of all complaints raised by either party to this Agreement concerning violations thereof that cannot be settled amicably between the parties. If this Committee is equally divided on any such complaint, the Chief Justice of the Circuit Court or his nominee shall be called in to act as the impartial member of said committee, and his decision shall be final. No action shall be taken by either party to the Agreement pending the decision of this Committee.

ARTICLE 7. If the Employer claims an employee is short in his accounts, the employee or the Union representative shall, upon request, be furnished with an itemized account of the shortage.

ARTICLE 8. When any dispute arises as to the hours of work, or to commissions and wages, the Employer agrees to furnish in a reasonable time, time records, reports, load sheets, or any records applying to wages or commissions necessary to determine whether or not a man received the wages and commissions he is entitled to receive.

ARTICLE 9. It is agreed by the Union that any member of the Union wishing to quit his position must give his Employer one week's notice. It is agreed by the Employer that if he wishes to discharge a member of the Union, he will give him one week's notice. Proven dishonesty [illegible] is considered just cause for discharge with-

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out the one week's notice. At the expiration of the week's notice, the member of the Union shall, upon request, [illegible]
a statement with reference to his character and services and receive all monies due him, with an itemized statement.
ARTICLE 10. It is further agreed that no member of the Union will be asked to make any verbal or written con-
tracts which will conflict with this Agreement. Any existing contracts or agreements between members of the Union
and the Employer conflicting with this Agreement shall be null and void.
ARTICLE 11. Members of the Union shall not be required to perform any duties which conflict in any manner
with those required of members of other labor organizations, except for emergencies. Controversies with other labor
organizations shall not be considered emergencies. Members requested to drive trucks to safety lanes for inspection by
the Employer must do so within the work week as specified in this Agreement.
Heat producing defrosters and heaters shall be provided for all trucks. On all newly purchased equipment, wind-
shield washers will also be provided.
All truck drivers and transportation men leaving their trucks at the end of their day's work at a point away from the
starting point shall be paid for the time required for the driver to return to the starting point.
ARTICLE 12. **Vacations.** It is agreed that all employees coming under the jurisdiction of this agreement, shall at
the end of any fifty-two weeks of service with one firm, be entitled to two weeks' vacation with full pay and commissions.
All men on regular vacations shall receive full pay and commissions, excepting as provided in Section II. of ARTICLE 42. If
at the end of fifty-two weeks, an employee either resigns or is discharged, he shall have two weeks' pay in lieu of his
vacation. Vacation schedules to be on a year round basis. Employees to pick their vacation period by order of seniority.
All employees shall receive three [3] weeks' vacation after five [5] years, and four [4] weeks after fifteen years of
service. Effective May 1, 1968, all employees shall receive five [5] weeks' vacation after twenty years of service. Full
credit on mergers or when with the same employer in accumulating vacation years of service. By agreement, the Employer
shall allow split vacations to all employees at the request of the member. Four months between splits.
Should any employee resign or be discharged before any period of fifty-two [52] weeks has expired, he shall receive
one-twelfth [1/12th] of his earned vacation pay for each month of service, providing he has had one earned vacation.
Members leaving employer after May 1st, 1953, or those out of industry on that date, shall not be entitled to any
bridging of service toward computing five [5] and fifteen [15] years of service.
ARTICLE 13. There shall be a steward at each dairy to see that the members of the Union live up to the rules of
the Union and dairy. Said steward shall be elected by members of the Union working at said dairy, or temporarily ap-
pointed by Executive Board from said branch or dairy and shall be allowed one day off during the months of January,
April, July and October for the purpose of collecting dues.
ARTICLE 14. No employee shall be dismissed, transferred or suspended on account of serving on committees of
the Union, or as delegate to Labor Conventions, or because of other Union activities.
Employer to pay the difference in members' pay and that received for JURY SERVICE. Members can serve only
ONCE in two years.
Employer shall pay wages for three [3] days off in case of death of spouse, father, mother or child of employee,
mother-in-law and father-in-law. One day's wages shall be paid in case of death of brother or sister. Effective May 1, 1968,
two [2] days' wages shall be paid in case of death of brother or sister.
ARTICLE 15. All employees coming under the jurisdiction of the Union shall be entitled to a five-day week.
Company seniority to prevail in the selection of days off when a day is open in the group, once member becomes part
of the group.
All work performed on the sixth and seventh consecutive day of any work week shall be compensated for at the rate
of one and one-half times the regular hourly rate. Employer must notify steward when men are required to work sixth
or seventh day.
ARTICLE 16. In case of a lock-out or strike of any Union, it shall not be considered a violation of this Agreement
the members of this Union to refuse to deliver goods where such controversy is on, if in compliance with Federal

of one and one-half times the regular
or seventh day.

ARTICLE 16. In case of a lock-out or strike of any Union, it shall not be considered a violation of this Agreement for the members of this Union to refuse to deliver goods where such controversy is on, if in compliance with Federal and State laws.

ARTICLE 17. All guaranteed salary and overtime shall be paid by check on Thursday, for the preceding week ending Saturday. Stewards shall be given weekly reports on routes running overtime.

ARTICLE 18. Any firm requesting drivers to wear uniforms or caps, shall furnish same, free of charge to the employees, shall keep them laundered and in repair at the company's expense, and all such articles must bear the union label.

ARTICLE 19. Should the Employer require the employee to give bond, the same shall be furnished, the employee to pay one-half the total premium. Interest to be paid at the rate of four percent [4%] per annum on all cash deposits when requested by employee annually. Cash deposits to be limited to Two Hundred Dollars [$200.00].

It is further agreed that all cash deposits of the employee shall be segregated from all other funds on the books of the Employer.

ARTICLE 20. Should the Union hereafter enter into any agreement with any milk dealer upon terms and conditions more advantageous to such dealer than the terms and conditions of this Agreement, or should the Union sanction a course of conduct by any milk dealer who has signed this form of agreement enabling him to operate under more advantageous terms and conditions than those provided for in this Agreement, the Employer shall be entitled to adopt such terms and conditions in lieu of those contained in this Agreement.

Employer or Processor, after notice by the Union, proven to be in violation of wages and hours or other conditions of contract, shall pay a penalty, an additional one-half the amount collected, to go to the Union to be used for charitable purposes.

ARTICLE 21. Should any member of the Union be expelled or suspended by the Union, the Employer agrees to discharge such person within fifteen [15] days after receiving written notice from the officials of the Union, if in compliance with the law.

ARTICLE 22. It is agreed that all soliciting from the routes will be done by regular routemen or foremen in their respective territories. When dealers employ solicitors or adjusters they shall be members of Local 753 and receive maximum scale called for in these Articles of Agreement, and hours as specified in Article 4.

ARTICLE 23. It is agreed that no employee shall be required to deliver more goods than he can adequately serve within the regular working time specified in this Agreement.

The Employer further agrees not to employ helpers on routes or trucks to avoid the payment of a routeman's scale of wages.

It is further agreed by both parties hereto that none except authorized employees of the company shall be permitted to ride on any delivery vehicle or serve customers therefrom.

ARTICLE 24. It is further agreed by the Employer that when a route is split, the driver whose route is so divided shall have first choice of the two routes with full pay for the six months following, or such part thereof as he continues in the employment of the Employer, to be governed by the thirty days' average sales previous to dividing said route.

ARTICLE 25. Credits on all stolen, broken, spilled or sour goods are to be allowed for daily upon proper evidence at platform or milk-room. Any man proven dishonest in securing credits for stolen, broken, spilled or sour goods shall be subject to discharge without further notice.

ARTICLE 26. When a route salesman leaves his regular route temporarily, to run vacation routes, he shall receive Two Dollars [$2.00] per week, in addition to his regular salary, and the commission his regular route earns.

A man hired to run routes shall receive at least half-pay for time spent when learning routes.

ARTICLE 27. Retail routemen required to fill out order blanks or reports, or to figure or make up the monthly routebook shall do so within the hours prescribed in this article, including delivery directions, by the first of the month. Billing monthly accounts: Six [6] hours allowed for book work. Men to total units of sales in book. Companies to bill accounts which have been approved for monthly bills. Men to copy figures from bills into own books. All new men shall balance daily for the first six months.

ARTICLE 28. Records of all bottle and container charges are to be charged on the customer's page as a separate item, such to be carried in outstanding at the end of each month. Drivers shall not pay for bottles.

The Employer shall be responsible for fixing credit for customers. The routemen shall be held responsible for any credit extended beyond that established by the Employer. However, no deductions shall be made from the pay of any routeman for extension of credit unless the credit limits so established are marked and initialed on the customer's page in the route book, or posted in a conspicuous place at company branch or sales office.

ARTICLE 29. The employee will be given credit at the unloading point daily for all unsold goods he did not order. Members shall not be charged for un- [illegible] goods which he has been unable to sell.

ARTICLE 30. Any legitimate shortage created by a routeman, routerider or route foreman shall be determined at the end of each month, and posted in route books by the 18th of the following month. All drivers must have books completed by the 5th of the month in order for the overages or shortages to be posted by the 20th of the month. Such shortages shall be paid on the following commission pay day. The same shall apply to the crediting of overages.

ARTICLE 31. Any routeman absent from his route for a period of not more than fourteen [14] days, shall receive the commission from same; after that period commission is to be paid to whoever is on the route, except as provided for in Articles 26 and 42.

ARTICLE 32. If route foremen, route riders, or routemen are required to serve two routes alone in one day, they shall receive one extra day's pay as compensation.

ARTICLE 33. Where it is necessary to make special deliveries, such sales shall be credited to the driver making the delivery, regardless of where the deliveries are made, effective September 1, 1967, except in cases where management cuts the driver's orders that morning. Full commission shall be paid with no base allowance to the driver making such delivery, but no double commissions.

ARTICLE 34. Any employee who has been receiving a premium over the previous established scales shall not lose his premium by reason of the execution of this Agreement. This clause shall not apply in cases of demotions or change in job classification.

ARTICLE 35. An employee working 51% of his time at any of the within classified occupations shall receive the highest scale specified for such work.

ARTICLE 36. Hours for wholesale men. Forty [40] hours shall constitute a week's work for routemen, routeriders, special delivery men and extra men serving non-commission wholesale trade. Each man's time to report and time to unload shall be scheduled so that he can finish his day's work in eight and one-half [8½] hours after he commences his day's work. Each man's time shall be recorded on time card by time clock when he reports and finishes his day's work in make-up room, starting time to be governed by schedules. Non-commission route men to be allowed to pull in when their routes are properly served. One-half hour shall be allowed for lunch.

ARTICLE 37. Wholesale men to receive time and one-half for all hours worked in excess of 40 hours in any week. Overtime after 42½ hours. Overtime on basis of 40 into base pay. In case of breakdown, accident or delay beyond his control, the Union agrees that the Employer shall be allowed reasonable tolerance in the enforcement of these provisions for overtime compensation.

ARTICLE 38. Members working forty [40] hours per week, if requested by the Employer to drive trucks to safety lane for inspection, must do so within forty [40] hours scheduled work week.

ARTICLE 39-A. **Hours of Delivery—Retail Deliveries.** On week days, loading to begin as required; deliveries and leaving dairy to start at 5:30 A.M., except on legal holidays, except Lincoln's or Washington's Birthday and Armistice Day, when vehicles shall start at any time in the morning that business may require. Unloading facilities to be ready at 1:30 P.M. week days and 9:00 A.M. holidays. Vehicles to be scheduled off the street 3:30 P.M. week days and 12:00 P.M. on holidays. Store wholesale routes not to leave barn before 6:00 A.M.

Wholesale Deliveries. All wholesale and store trucks to be scheduled off the street no later than 1 P.M. on holidays. Trade in the territory bounded on the north by North Ave., or on the west by Western Ave., on the south by Cermak Road, [both sides of the street included] shall not be regulated by the rules prescribed above; but shall be supplied from any time in the morning that the business may require, until 12 o'clock noon. All vehicles must be out of the district by 1 P.M.

All questions pertaining to hours of seasonal changes in delivery shall be referred to a committee from the Employers and the Union. The decision to be binding on both parties to this contract, except in case of breakdown or delay beyond their control.

The Employer agrees that he will enforce the provisions of this Article except in case of breakdown, accident or delay beyond his control.

of merchandise shall be made on store wholesale routes to trucks or ployers and the Union. The decision to be binding on both parties to this contract, except in case of beyond their control.

The Employer agrees that he will enforce the provisions of this Article except in case of breakdown, accident or delay beyond his control.

ARTICLE 39-B. It is agreed that no relays of merchandise shall be made on store wholesale routes to trucks or stores at any time. All deliveries shall be made into the dairy case or cooler by the driver without any help or assistance.

Members shall not operate trucks carrying such loads which would endanger their own safety or that of the public. Truck shall be properly loaded so that the driver can work safely out of same.

When dollies or hand trucks are used, they shall be furnished by the Employer. Lost or stolen dollies or hand trucks shall be replaced by the employee. Members shall not place more than FIVE cases on same.

Effective May 1, 1968, the employer shall pay time and one-half for the following holidays worked—New Year's Day, Fourth of July, Thanksgiving and Christmas Day. The employer shall have the option to work four days in those holiday weeks and pay for five days, or work the holiday and pay time and one-half for the holiday worked.

ARTICLE 40. The Union agrees at all times, as far as in its power, to further the interests of the Employer. It is mutually agreed between the parties herein named, that the customers and consumers of the Employer belonging to and are a part of the assets and good-will of the said milk dealer; that the driver solicits, serves and sells such customers and consumers in a representative capacity only and if for any reason whatsoever any member of the said Union terminates his employment or is discharged or dismissed or for any reasons said employment ceases and is terminated, it is understood and agreed that any such driver or his agent shall not call upon, solicit, sell or interfere with or divert the customers or consumers formerly served by him on behalf of his former Employer, for a period of two years [2] from the date of his termination of employment. It is further understood that if a driver were to resign as a member of the Union, in no event would this abrogate the agreement until the space of two years [2] from the date of his resignation or discharge has elapsed. The Union shall not be required to pay any costs of any proceedings relative to procuring of any order restraining a driver from stripping his route. The party of the first part shall advance any and all costs necessary relative thereto and party of the second part agrees to abide by Article 40. The provisions of this article shall be suspended in the event of, and during a general strike by or lock-out of the members of the UNION.

Same principle of protection shall apply to Vendor members.

ARTICLE 41. WAGE SCALE.

	MAY 1, 1967			MAY 1, 1968			MAY 1, 1969		
	Weekly Rate	Hourly Rate	Overtime Rate	Weekly Rate	Hourly Rate	Overtime Rate	Weekly Rate	Hourly Rate	Overtime Rate
Retail Route Men*	$138.40	$3.46	$5.19	$142.40	$3.56	$5.34	$146.40	$3.66	$5.49
Inexperienced Men*	133.40	3.33	5.00	137.40	3.43	5.15	141.40	3.53	5.30
Retail Route Men (Factory)**	141.60	3.54	5.31	145.60	3.64	5.46	149.60	3.74	5.61
Inexperienced Men (Factory)**	136.60	3.41	5.12	140.60	3.51	5.27	144.60	3.61	5.42
Route Foremen	153.60	3.84	5.76	157.60	3.94	5.91	161.60	4.04	6.06
Assistant Route Foremen	148.60	3.71	5.57	152.60	3.81	5.72	156.60	3.91	5.87
Steady Vacation Men	148.60	3.71	5.57	152.60	3.81	5.72	156.60	3.91	5.87
Solicitors or Adjusters	148.60	3.71	5.57	152.60	3.81	5.72	156.60	3.91	5.87
Store Route Men	141.60	3.54	5.31	145.60	3.64	5.46	149.60	3.74	5.61
Commission Wholesale Route Men	143.10	3.57	5.36	147.10	3.67	5.51	151.10	3.77	5.66
Special and Extra Route Men	140.60	3.51	5.27	144.60	3.61	5.42	148.60	3.71	5.57
Truckers and Van Day Men	148.60	3.71	5.57	152.60	3.81	5.72	156.60	3.91	5.87
Truckers and Van Night Men	149.60	3.74	5.61	153.60	3.84	5.76	157.60	3.94	5.91
Tank Day Men	148.60	3.71	5.57	152.60	3.81	5.72	156.60	3.91	5.87
Tank Night Men	149.60	3.74	5.61	153.60	3.84	5.76	157.60	3.94	5.91
Noncommission Wholesale Men	162.60	4.06	6.09	166.60	4.16	6.24	170.60	4.26	6.39
Retail Store Solicitors	153.60	3.84	5.76	157.60	3.94	5.91	161.60	4.04	6.06
Noncommission Assistant Route Foremen	167.60	4.19	6.29	171.60	4.29	6.44	175.60	4.39	6.59
Noncommission Route Foreman	172.60	4.31	6.47	176.60	4.41	6.62	180.60	4.51	6.77

*All route men on six day retail and mixed routes shall receive fifty-three cents (53¢) per hundred dollars of net retail collections, with a minimum guarantee of two dollars and fifty cents ($2.50) per week.

**All route men NOT receiving the incentive on collections.

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ARTICLE 42 [A] 1. [illegible] routes, [illegible] per hundred. The base [illegible] per week on six day routes, and on five day routes, 1667 points per week.

2. Commissions on butter and oleomargarine sold at retail home delivery shall be two [2] points per pound and on eggs, two [2] points per dozen. Commission on orange juice, orange juice drink and Beep, quart or less, 2.225 points. Commission on cheese, 1.112 points per jar of one pound or less; in larger quantities, 1.112 points per pound at retail. Commission on all by-products on retail routes to be computed at point equivalent.

3. Commission on butter on store routes shall be one cent [1c] per pound. Same for oleo. Commission on eggs—one cent [1c] per dozen. Commission on cheese—one cent [1c] per jar of one pound or less; in larger quantities, one cent [1c] per pound. This must be paid over and above the guaranteed salary. All sales to be computed on a point basis daily and put on load sheet.

4. Commission on Commission Wholesale shall be 75c per hundred over 2400 points for the first 4000 commission ponts, then 90c per hundred.

[B]. A point of goods sold on retail trucks shall consist of one quart of milk; one pint of milk, one-third quart of milk [when sold out of vending machines], four one-half pints of milk, three one-third quarts of milk, one quart of skim, one-half pint or two gills of cream, one quart of buttermilk, Half and Half—one point per pint; Egg Nog—four points per quart.

[C]. Full commissions shall be paid on schools served by either retail or wholesale routes. All half pints, or one-third quarts served by retail wagons to either schools or wholesale stops where they are not resold, can be figured,—four, one-half pints, or three, one-third quarts as one point.

[D]. All vending machines classed as retail, one third quart as one point, four one-half pints as one point.

[E]. Straight additional commission to be paid on goods not resold over 400 points per week.

[F]. Commission to be figured on goods for resale delivered on non-commission routes at 75c per hundred over 400 points up to 4000 points. Over 4000 points 90c per hundred.

[G]. Whenever a Foreman, Assistant Foreman or Extra men are required to run a wholesale commission route, he shall receive seventy percent [70%] of the commission earned that day, or days he runs the route. Balance of the earned commission to be credited to regular drivers. Commission for this group to be figured on basis of month average.

[H]. All goods sold from retail routes to be classed as retail. Places that resell milk to be classed as retail.

[I]. All commissions to be paid not later than the fourth pay day of the month.

[J]. Whenever Employer employs assistant route foremen or foremen on non-commission wholesale routes they shall be paid $5.00 and $10.00 over the wage scale for non-commission wholesale men as set forth in Article 41.

ARTICLE 43-A. Truckers, Van and Tank men. Forty [40] hours shall constitute a week's work, of eight hours per day. Overtime to be paid after eight and one-half [8½] hours per day which includes one-half hour eating period at one and one-half times the basic rate. The Employer shall be allowed reasonable tolerance in cases of breakdown or delay beyond the control of the Employer, in the enforcement of this Article. Man shall punch time-card by time-clock when he reports as scheduled and punch card when he finishes his day's work.

Seniority to apply on picking steady runs or starting time, once each year. This shall apply all the way to members in that group.

All driving of trucks in our jurisdiction shall be done by members of Local 753. All other work previously in our jurisdiction to remain Local 753 work.

ARTICLE 43-B. All drivers of auto trucks who begin work at 4:00 P.M. or thereafter shall be considered night truck men. All drivers who begin work at 4:00 A.M. or thereafter shall be considered day truck men.

Truckers, van and tank men who work less than 4 hours on the night shift between 5:00 P.M. and 4:00 A.M. shall receive One Dollar per night. Those who work 4 hours or more during that period shall receive a bonus of Ten Per Cent [10%] per night.

When new opening occurs, seniority in bidding shall apply all the way to members in that group.

[illegible] Van men shall be picked by the men in the Van department in their particular barn, according to [illegible] to operate the transportation equip-

Truckers, van and tank men who work les[illegible] receive One Dollar per night. Those who work 4 hours or more during that period shall receive [illegible] Cent [10%] per night.

When new opening occurs, seniority in bidding shall apply all the way to members in that group.

Days off for Van men shall be picked by the men in the Van department in their particular barn, according to seniority. Same applies to Tank men. All Dealers must employ members of Local 753 to operate the transportation equipment. The final date for full compliance shall be August 15, 1964.

ARTICLE 44. Compulsory retirement at age 65, if a member is entitled to pension benefits, shall become effective March 1, 1967. If the member is not entitled to pension benefits, he must retire as soon as he has 25 years of service thereafter.

ARTICLE 45. It shall not be a violation of this Agreement for members of Local 753 to refuse to work for an Employer at a plant where any person or persons delivering milk or dairy products to or from such plants are not members of Local 753, or refuse to become members of Local 753 on the thirty-first [31st] day, if in compliance with Federal and State laws.

The Processor shall pay Forty-Six Dollars [$46.00] per week to each vendor, effective May 1, 1967, and to master vendors f-- each route operated, as an allowance for advertising the sale of the processors' products; Fifty Dollars [$50.00], effective May 1, 1968, and Fifty-Four Dollars [$54.00], effective May 1, 1969. Thirteen Dollars [$13.00], in the case of the individual vendor, shall be sent to the Union office each week.

Processor shall provide, as a service to the vendor, a payment into the Pension-Severance Fund and the Health and Welfare Fund for members on their days off. Processor to furnish route rider for all vendor routes purchased or sold after May 1, 1959, and also for prior vendors who request route riders' service. Processor to pay for same, or be subject to penalty under Article 20, Paragarph 2. Service Charge to Vendors shall be eliminated.

Whenever a party of the first part claims the business of a vendor as his property, or where the party of the first part furnishes the vehicle for the use of a vendor, such vendor shall be classed as an employee and shall be paid the wages and commissions this contract calls for.

There shall be no change in employee status of members covered by this Agreement.

Processor agrees to service only vendors in good standing with Union or those presenting an O.K. card signed by Secretary-Treasurer signifying intention to join.

ARTICLE 46. The Employer agrees that when members of the Union leave for MILITARY Service, their seniority rights will be accumulative, crediting their period of service, and on return they will be given their positions if physically qualified to handle same. Application for reinstatement must be made within 90 days of date of honorable discharge.

ARTICLE 47. Pension-Severance. The Employer or Processor shall pay Eleven Dollars ($11.00) per week on all members effective May 1, 1967 into a separate fund for pension and severance benefits to members. The Employer or Processor shall also pay an additional four dollars per week on all bulk routes. Store Routes: th[illegible] dollars additional on each 10,000 point route; four dollars on 11[illegible] point routes; five dollars on 12,000 point routes; five dollars and fifty cents on 13,000 point routes; six dollar[illegible] 14,000 point routes; and an additional fifty cents per 1,000 points for all additional points.

An additional One Dollar and Sixty Cents [$1.60] shall be paid on all members by the Employer or Processor for credit retirement after one year of service, up to a maximum of $1,000 effective May 20, 1963. This is to be made part of the Pension-Severance Fund.

This shall be jointly operated by a committee from the Union and the Employers as set forth in Supplemental Articles of Agreement and Milk Drivers'-Milk Dealers' Pension Severance Plan. The Employer's liability under this article is limited to the payment of contributions as hereinabove set forth. The best program for such an amount to be provided.

ARTICLE 48. Health and Welfare. The Employer or Processor shall pay Nine Dollars ($9.00) per week on all members effective May 1, 1967 into a seperate fund for health and welfare benefits to members. Payment to be made to Health and Welfare Fund by Employer for first four [4] weeks off duty because of an injury or illness. This Fund shall be administered by a committee of four, consisting of two Trustees representing the Union and two representing the Employers. The best program for such an amount shall be provided.

ARTICLE 49. This Agreement shall take effect as of May 1, 1967 and shall continue until May 1, 1970 and from year to year thereafter unless written notice of a desire to cancel or modify same is given by either party to the other not less than sixty (60) days prior to May 1st of any year thereafter. It is further agreed that negotiations continue until an agreement is reached or negotiations are broken off by either party.

CX 119-0

EMPLOYERS:

UNION:

President

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THE BORDEN COMPANY
CHICAGO METROPOLITAN REGION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

AREA CODE 312 277-6400

CX10-123A

January 3, 1966

Dear Grocer:

We are constantly studying our costs and methods of doing business with you in the interest of providing not only the outstanding in quality and service, but also, passing on to you from time to time in our pricing program, further cost savings that develop.

We are now offering to you and other similar retailers additional discounts based upon the acceptance by you of the optional services as hereinafter set forth:

(1) Retailers participating on an advance order, no special delivery program, with deliveries to the receiving door of the store; to a designated place on the loading platform or to a refrigerated storage box; purchasing 150 or more points per delivery will receive an additional 1% discount.

(2) Retailers participating on a basis of no credit for returned merchandise, except for faulty containers or product, will receive an additional 1% discount.

With your acceptance of this program, we are passing on to you and other similarly situated retailers an additional discount of 2% from your monthly billings, which is in addition to the applicable rate per our discount schedule and which discount will be included and sent to you with your regular monthly discount check.

We assure you we appreciate your patronage.

Yours very truly,

THE BORDEN COMPANY
HAMMOND BRANCH

GENERAL SALES DEPARTMENT

Accepted____________________

Date____________________

892-13

Jan. 3, 1966

DELIVERY REQUIREMENTS

1. Deliveries will be on a limited service basis as follows:

   a) Stores served on a six-day per week basis will receive one delivery per day.

   b) The delivery time to each store will be handled in a manner to effectuate the most efficient delivery schedule.

   c) Special deliveries shall not be made except in unusual instances, such as Borden's failure to perform on the advance order.

2. Deliveries at the store level shall be handled in the following manner.

   a) To the receiving door of the store.

   b) To a designated place on the receiving platform.

   c) To a refrigerated storage box that can be entered directly from a platform or ground level location and into which dairy products can be conveniently stocked.

   d). If dairy products are delivered to a refrigerated storage box, adequate storage space shall be provided so that proper rotation of carry-over merchandise can be handled by store personnel.

   e) Empty milk cases and bottles shall be placed at a designated point for easy accessibility and pickup.

3. Ordering of Products.

   a) Advance order delivery tickets shall be supplied by The Borden Company.

   b) Advance order tickets for the following delivery shall be completed for presentation to the Borden driver at time of delivery.

4. Credit for Product Returns

   a) Credit for product returns shall be only on the basis of faulty containers or product remaining within code date.

5. Borden's will not be obligated to furnish any merchandising materials, price promotions, demonstrators, or special displays on private labeled products under this program.

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FRESH MILK PRODUCTS

FOOD STORE AND GROCER'S DISCOUNT SCHEDULE

Average Units Purchased Per Delivery	Discount Schedule
0 - 149	13%
150 - 199	15%
200 - 249	17%
250 - 299	19%
300 - 349	21%
350 - 399	22%
400 - 449	23%
450 - 499	24%
500 - 549	25%
550 - 599	25-1/2%
600 - and over	26%

OPTIONAL SERVICES

(1) Stores participating on an advance order, no special delivery program, with deliveries to the receiving door of the store; to a designated place on the loading platform or to a refrigerated storage box, purchasing 150 or more points per delivery will receive an additional 1%.

(2) Stores participating on a basis of no credit for returned merchandise, except for faulty containers or product, will receive an additional 1%.

THE BORDEN COMPANY
HAMMOND BRANCH

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THE BORDEN COMPANY
HAMMOND BRANCH

CALUMET AREA - RETAIL & WHOLESALE SELLING PRICES

EFFECTIVE - FEBRUARY 7, 1966

Superseding Price List of March 1, 1965 and Supplements

PRODUCT	RETAIL	STORE AND OTHER WHOLESALE
GAIL BORDEN		
Gallons	$1.07	$1.01
1/2 Gallons	.59	.53
HOMOGENIZED MILK, V. D.		
Dispenser	-	1.01
Gallons, Paper	1.09	1.02
Gallons, Glass	1.05	.97
1/2 Gallons (glass or paper)	.58	.51
Quarts	.34	.275
Pints	.185	.155
1/3 Quarts	.1025	.0975
1/2 Pints	.085	.08
DUTCH CHOCOLATE SKIM MILK		
1/2 Gallons	.54	.48
DUTCH CHOCOLATE MILK		
Gallons, Dispenser	-	1.05
Quarts	.365	.33
Pints	.20	.175
1/3 Quarts	.1175	.1075
1/2 Pints	.0925	.0825
CHOCOLATE SHAKE		
1/2 Pints	.16	.13
BUTTERMILK		
1/2 Gallons	.58	.51
Quarts	.34	.275
Pints	.185	.155
1/3 Quarts	.1025	.0975
1/2 Pints	.085	.08
BORDEN 2%		
Gallons, Glass	.99	.91
1/2 Gallons	.56	.48
FORTIFIED SKIM MILK		
1/2 Gallons	.54	.49
Quarts	.305	.265
1/2 Pints	.08	.07
Dispensers	.96	.92
32% CREAM		
Quart	1.52	1.32
1/2 Pints	.45	.41
18% CREAM		
Quart	-	.875

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Page 2 - Calumet Area - Retail & Whlse. prices, effective 2/7/66

	RETAIL	STORE & OTHER WHOLESALE
HALF & HALF		
Quarts	~~.695~~	~~[illegible]~~ 79
Pints	.43	.40
SOUR HALF & HALF		
16 oz.	.58	.475
TRIPLE WHIP		
7 oz.	.57	.54
FOUNTAIN WHIP		
13 oz. Topping	-	.85
13 oz. Whip	-	1.08
ORANGE DRINK		
1/2 Gallons	.39	.35
Quarts	.22	.20
Pints	.16	.145
1/3 Quarts	.105	.085
1/2 Pints	.07	.06
LEMON DRINK		
1/2 Gallon	.39	.35
1/3 Quart	.105	.085
1/2 Pint	.07	.06
FRUIT PUNCH		
1/2 Gallon	.39	.35
ORANGE JUICE		
Quart, Single Service glass	.45	.45
DAIRY HI		
1/2 Gallons, Glass	.89	-
Single Service, 1/2 Gallon	-	.89
COFFEE WAKE UP		
Quarts	.58	.52
Pints	.33	.29
SOUR CREAM		
1/2 Gallons	-	1.64
16 oz.	.72	.655
8 oz.	.36	.335
SOUR CREAM DIPS (ALL FLAVORS)		
8 oz.	.42	.395
YOGOURT		
1/2 Pint	.32	.28
COTTAGE CHEESE (Large & Small Curd)		
5-1b. carton per 1b.	-	.315 ~~.345~~ .305
2-1b. carton 4/11/66	64 ~~.62~~	.635 ~~.615~~
16 oz. carton	37 ~~.365~~	.355 ~~.345~~
8 oz. carton	27 ~~.265~~	.235 ~~.23~~
CHIVE & PINEAPPLE COTTAGE CHEESE		
16 oz.	.385 ~~.375~~	.37 ~~.36~~
DRY CURD CHEESE		
16 oz.	36 ~~.35~~	.325 ~~.315~~ LB
BAKERS CHEESE		
5-1b. carton, per 1b.	-	.39 ~~.38~~ LB

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Page 3
Calumet Area - Retail & Whlse. prices - Effective Feb. 7, 1966

PRODUCT	RETAIL	STORE AND OTHER WHOLES.
BROOKHILL PRODUCTS		
Goat Milk, Quart	.81	-
Low Sodium, Quart	.68	-
Enzylac, Quart	.43	-

THE BORDEN COMPANY
HAMMOND BRANCH

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THE BORDEN COMPANY
HAMMOND BRANCH
CALUMET AREA - RETAIL & WHOLESALE SELLING PRICES
EFFECTIVE - MAY 26, 1966
Superseding Price List of February 7, 1966 and Supplements

PRODUCT	RETAIL	STORE OTHER WHOLESALE
GAIL BORDEN		
Gallons	$1.09	$1.03
1/2 Gallons	.60	.54
HOMOGENIZED MILK V.D.		
Dispenser	-	1.03
Gallons, Paper	1.11	1.04
Gallons, Glass	1.07	.99
1/2 Gallons (Glass or Paper)	.59	.52
Quarts	.345	.28
Pints	.190	.16
1/3 Quarts	.1025	.0975
1/2 Pints	.085	.08
DUTCH CHOCOLATE SKIM MILK		
1/2 Gallons	.54	.49
DUTCH CHOCOLATE MILK		
Gallons, Dispenser	-	1.07
Quarts	.37	.335
Pints	.215	.18
1/3 Quarts	.1175	.1075
1/2 Pints	.0925	.0825
SHAKES (all flavors)		
1/2 Pints	.165	.135
BUTTERMILK		
1/2 Gallons	.59	.52
Quarts	.345	.28
Pints	.190	.16
1/3 Quarts	.1025	.0975
1/2 Pints	.085	.08
BORDEN 2%		
Gallons, Glass	1.01	.93
1/2 Gallons	.57	.49
FORTIFIED SKIM MILK		
1/2 Gallons	.55	.49
Quarts	.31	.27
1/2 Pints	.08	.07
Dispensers	.96	.92
32% CREAM		
Quart	1.55	-
1/2 Pints	.46	.415
18% CREAM		
Quart	-	.885
HALF & HALF		
Quarts	.705	.675
Pints	.45	.405
SOUR HALF & HALF		
16 oz.	.585	.48

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Page 2 CORRECTED COPY - Cal. Area, Retail & Whlse. Effective 5/26/66

PRODUCT	RETAIL	STORE OTHER WHOLESALE
TRIPLE WHIP		
7 oz.	.59	.545
FOUNTAIN WHIP		
13 oz. Topping	-	.855
13 oz. Whip	-	1.09
ORANGE DRINK		
1/2 Gallons	.39	.35
Quarts	.22	.20
Pints	.16	.145
1/3 Quarts	.105	.085
1/2 Pints	.07	.06
LEMON DRINK		
1/2 Gallon	.39	.35
1/3 Quarts	.105	.085
1/2 Pints	.07	.06
FRUIT PUNCH		
1/2 Gallon	.39	.35
ORANGE JUICE		
Quart, Single Service Glass	.45	.45
DAIRY HI		
1/2 Gallons, Glass	.89	-
Single Service, 1/2 Gallon	-	.89
COFFEE WAKE-UP		
Quarts	.59	.53
Pints	.335	.295
SOUR CREAM		
1/2 Gallons	-	1.64
16 oz.	.77	.66
8 oz.	.365	.34
SOUR CREAM DIPS (All Flavors)		
8 oz.	.425	.40
YOGURT		
1/2 Pint	.325	.285
COTTAGE CHEESE (Large & Small Curd)		
5-lb. Carton Per Lb.	-	.315
2-lb. Carton	.64	.635
16 oz. Carton	.375	.355
8 oz. Carton	.27	.235
16 oz. CHIVE & PINEAPPLE	.385	.37
DRY CURD CHEESE		
16 oz.	.36	.325
BAKER's CHEESE		
5-lb. carton, per lb.	-	.39
BROOKHILL PRODUCTS		
Goat Milk, Quart	.845	-
Low Sodium, Quart	.680	-
Enzylac, Quart	.43	-

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CX 1D-137

THE BORDEN COMPANY
CHICAGO METROPOLITAN REGION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623

October 13, 1964

TO OUR FOOD STORE-GROCER CUSTOMERS:

AREA CODE 312 CRAWFORD 7-6400

Beginning October 15, 1964 and continuing until further notice, the following list prices will be in effect for deliveries made by Borden operated routes in the Chicago Metropolitan area:

Size	Product	List Price
Gallon, Paper	Homo V.D. Milk	.98
Gallon, Glass	Homo V.D. Milk	.93
1/2 Gallon	Homo V.D. Milk	.49
Quart	Homo V.D. Milk	.265
1/2 Gallon	Gail Borden Signature Quality Milk	.51
Gallon	2% "Gold-N-Del"	.87
1/2 Gallon	2% "Gold-N-Del"	.46
Quart	Chocolate Milk	.32
4 - 1/2 Pints	Chocolate Milk (Handi-Pak)	.34
1/2 Pint	Chocolate Shake	.12
1/2 Gallon	Dutch Chocolate Skim Milk	.46
Quart	Vitamin Fortified Skim Milk	.255
1/2 Gallon	Vitamin Fortified Skim Milk	.46
1/2 Gallon	Buttermilk	.49
Quart	Buttermilk	.265
16 oz.	Sour Cream	.635 *
8 oz.	Sour Cream	.325 *
Pint	Sour Half & Half	.465 *
8 oz.	Sour Cream Dip (All Flavors)	.385 *
Qts.	Half & Half	.77
Pint	Half & Half	.39 *
1/2 Pint	Whipping Cream	.40 *
8 oz.	Borden's Triple Whip	.53
8 oz.	Yogourt	.27
8 oz.	Cream Cottage Cheese (Plain)	.225 *
16 oz.	Cream Cottage Cheese (Plain)	.34 *
16 oz.	Chive or Pineapple Cottage Cheese	.355 *
2 Lb.	Cream Cottage Cheese (Plain)	.605 *
12 oz.	Dry Curd Cheese	.31 *

*Denotes changes.

Deposit: Gallons, 15¢ - 1/2 Gallons, 6¢ - Wooden Cases for Paper Containers, 25¢

The discount schedule of November 18, 1963 remains in effect.

THE BORDEN COMPANY
Chicago Metropolitan Region

892-195

3580 CX-1D138

FRESH MILK PRODUCTS

FOOD STORE AND GROCER'S DISCOUNT SCHEDULE

EFFECTIVE JANUARY 1, 1966

Average Units Purchased Per Delivery	Discount Schedule
0 - 149	13%
150 - 199	15%
200 - 249	17%
250 - 299	19%
300 - 349	21%
350 - 399	22%
400 - 449	23%
450 - 499	24%
500 - 549	25%
550 - 599	25-1/2%
600 and Over	26%

OPTIONAL SERVICES

(1) Stores participating on an advance order, no special delivery program, with deliveries to a refrigerated storage box or dairy case, purchasing 150 or more points per delivery will receive an additional 1%.

(2) Stores participating on a basis of no credit for returned merchandise, except for faulty containers or product, will receive an additional 1%.

THE BORDEN COMPANY
Chicago Metropolitan Region

892-198

3581 CX-1D-139

THE BORDEN COMPANY
CHICAGO METROPOLITAN REGION
1821 S. KILBOURN AVENUE
CHICAGO, ILLINOIS 60623
AREA CODE 312 277-6400

February 2, 1966

TO OUR FOOD STORE-GROCER CUSTOMERS:

Beginning February 7, 1966 and continuing until further notice, the following list prices will be in effect for deliveries made by Borden operated routes in the Chicago Metropolitan area.

Size	Product	List Price
Gallon, Paper	Homo V. D. Milk	1.02
Gallon, Glass	Homo V. D. Milk	.97
1/2 Gallon	Homo V. D. Milk	.51
Quart	Homo V. D. Milk	.275
1/2 Gallon	Gail Borden Signature Quality Milk	.53
Gallon	Borden's 2%	.91
1/2 Gallon	Borden's 2%	.48
Quart	Chocolate Milk	.33
1/2 Pints	Chocolate Milk	.09
1/2 Pint	Chocolate Shake	.13
1/2 Gallon	Dutch Chocolate Skim Milk	.48
Quart	Vitamin Fortified Skim Milk	.265
1/2 Gallon	Vitamin Fortified Skim Milk	.48
1/2 Gallon	Buttermilk	.51
Quart	Buttermilk	.275
16 oz.	Sour Cream	.655
8 oz.	Sour Cream	.335
Pint	Sour Half & Half	.475
8 oz.	Sour Cream Dip (All Flavors)	.395
Quarts	Half & Half	.79
Pints	Half & Half	.40
Pints	Coffee Wake-Up	.29
1/2 Pint	Whipping Cream	.41
7 oz.	Borden's Triple Whip	.54
8 oz.	Yogourt	.28
8 oz.	Cream Cottage Cheese (Plain)	.235
16 oz.	Cream Cottage Cheese (Plain)	.35
16 oz.	Chive or Pineapple Cottage Cheese	.365
2 Lb.	Cream Cottage Cheese (Plain)	.625
12 oz.	Dry Curd Cheese	.32

Deposit: Gallon Jug, 15¢

The discount schedule of January 1, 1966 remains in effect.

THE BORDEN COMPANY
Chicago Metropolitan Region

992-199

234

3582

THE BORDEN COMPANY
Chicago Metropolitan Region
(Excluding Hammond Territory)
Selling Prices Effective
Retail - February 7, 1966
Store - February 7, 1966
Superseding Supplements and Price List of October 15, 1964

		RETAIL	STORE
Grade "A" V.D. or Homo V.D.		-	1.02
Gallons, Paper (Chicago & Suburbs)		1.16	.97
Gallons, Glass " "		.65	.51
1/2 Gallons (Glass or Paper)		.36	.275
Quarts	*	.225	
Pints	**	.10	
1/3 Quarts	**	.085	
1/2 Pints			
Gail Borden Signature Quality Milk		1.20	
Gallons		.67	.53
1/2 Gallons (Glass)		2.44	
10 Quart Pack			
2% Borden's		1.10	.91
Gallons		.62	.48
1/2 Gallons (Paper)			
Fortified Skim Milk		.62	.48
1/2 Gallons		.355	.265
Quarts (Paper)	**	.0725	
1/2 Pint			
Dutch Chocolate Skim Milk		.53	.48
1/2 Gallons			
Buttermilk		.65	.51
1/2 Gallons		.36	.275
Quarts	*	.225	
Pints	**	.10	
1/3 Quarts	**	.085	
1/2 Pints			
Chocolate Milk		.415	.33
Quarts	*	.235	
Pints	**	.10	
1/3 Quarts	**	.085	
1/2 Pints		.11	.09
1/2 Pints			
Half & Half			.79
Quarts		.515	.40
Pints			

Page 2

3583

	RETAIL	STORE
Coffee Wake-Up	.35	.29
Pints		.52
Quarts		
Sour Half & Half	.595	.475
Pints		
18% Cream	.90	
Quarts		
Sour Cream	.78	.655
16 oz.	.42	.335
8 oz.		
Whipping Cream 32%	1.60	
Quarts	.50	.41
1/2 Pints		
Triple Whip	.645	.54
Single Service Container - 7 oz.		
Fount Whip		1.08
13 oz.		
Orange Juice	.49	
Quarts	.26	
Pints		
Dr. Gaymont	.29	.28
8 oz. Yogurt		
Brookhill Products	.62	
Low Sodium Quarts	.40	.49
Fat Free Enzylac	.84	.94
Goats Milk - Quarts	.57	.655
Kazol Acidophilus - Quarts	.42	.505
Enzylac Quarts		
8 oz. Creamed Cottage Cheese	.325	.235
Regular or Chive		
16 oz. Creamed Cottage Cheese	.37	.35
Regular	.37	.365
Chive and Pineapple		
2 Lb. Carton Creamed Cottage Cheese	.72	.625
2 Lb. Pkg.		
Creamed Cottage Cheese 5 Lb. Ctn.	1.775	1.56
Regular		

892-201

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Page 3

	RETAIL	STORE
Dry Curd Cheese 12 oz.	.37	.32
Bakers Cheese 5 Lb. Carton (Per Lb.)		.39
Sour Cream Dips 8 oz.	.42	.395
Chocolate Milk Shake 1/2 Pints	.16	.13
Orange Drink & Fruit Punch 1/2 Gallon (Net)	.39	.35
Dairy Hi 1/2 Gallon	.93	
Beep Quarts	.34	
Apple Cider 1/2 Gallons	.49	.43

* Factories Only
** Vending Machines Only

Container Deposit

15¢	Bottle Deposit on all Gallon Bottles
$1.00	Deposit on all Fount Whip Containers

Dairy Hi Deposit

.185	Bottle Deposit
$3.29	Deposit on Cases

[illegible]

November 30, 1964

THE BORDEN COM

PRICES TO THE GREAT ATLANTIC & PACIF

AREA NO. 1 SUPPLEMENT

CHICAGO AND CALUMET A

MILK E PRODUCTS	SIZE	All Stores Except as noted	Calumet Area Stores in Indiana	Joliet Lockport
HOMO V.D. MILK Glass	Gal	.6981		.6823
" " "	½ Gal	.3685		.3658
" " "	Qt	.2000		.1907
" " " Paper	Gal.	.7371		.7315
GAIL BORDEN	½ Gal			
Gold-N-Del Glass	Gal.	.6500		
GOLD-N DEL "	½ Gal	.3453		
FORTIFIED SKIM	Qt	.1917		.1806
" "	1/2Gal.	.3453		
BUTTERMILK	½ Gal	.3685		.3658
	Qt	.2000		.1907
Dutch Choc. Milk	4-1/2Pts.	.2595		
DUTCH CHOCOLATE MILK	Qt	.2437		
CHOCOLATE SHAKE	½ Pt	.0925		
Dutch Choc. Skim	1/2 Gal.	.3453		
HALF & HALF	Pt	.2984		.2891
" "	Qt.	.5895		.5709
WHIPPING CREAM	½ Pt	.3068		
SOUR CREAM	16 oz	.4915		
" "	8 oz	.2474		
SOUR CREAM DIP	8 oz.	.2947		
YOGURT	8 oz	.2038		
TRIPLE WHIP	8 oz.	.4089		
Sour Half & Half	Pt.	.3578		
EGG NOG	Qt			
Beep	Qt.			
ORANGE	½ Gal			
	Qt		.1490	.1490
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pt.	.2108 **		

3585

* Asterisk denotes price change

** Asterisks denotes new authorization

Bottle Deposits

3527

PANY

IC TEA COMPANY

AREAS

Price Change No.

Effective April 23, 1963

Chesterton			Woodstock
.6665			.6517
			.3453
			.17[illegible]
			.6[illegible]
			.3175
			.16[illegible]8
			.3008
			.3[illegible]3
			.1796
			.2548
			.2316
			.0962
			.3175
			.2595
			.4985
			.28[illegible]
			.[illegible]
			.2390
			.2789
			.1953
			.4039
			.3458
			.2103**

These prices are available to all on a proportionately equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

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3585-A

CX D-153

THE BORDEN

PRICES TO THE GREAT ATLANTIC

CHICAGO AND CALU

Price List of November 30, 1964

AREA NO 1 SUPPLEMENT

3586

MILK E PRODUCTS	SIZE	All Stores Except as noted	Calumet Area Stores in Indiana	Joliet Lockpor
HOMO V D. MILK Glass	½ Gal	.6981		.6823
" " "	½ Gal	.3685		.3658
" " "	Qt	.2000		.1907
" " " Paper	Gal.	.7371		.7315
GAIL BORDEN	½ Gal			
Gold-N-Del Glass	Gal.	.6500		
GOLD-N-DEL 2%	½ Gal	.3453		
FORTIFIED SKIM	Qt	.1917		.1806
" "	1/2Gal.	.3453		
BUTTERMILK	½ Gal	.3685		.3658
"	Qt	.2000		.1907
Dutch Choc. Milk 4	1/2Pts.	.2595		
DUTCH CHOCOLATE MILK	Qt.	.2437		
CHOCOLATE SHAKE .	½ Pt	.0925		
Dutch Choc. Skim	1/2 Gal.	.3453		
HALF & HALF	Pt.	.2984		.2891
" "	Qt.	.5895		.5709
WHIPPING CREAM	½ Pt.	.3068		
SOUR CREAM	16 oz	.4915		
" "	8 oz.	.2474		
SOUR CREAM DIP	8 oz.	.2947		
YOGURT	8 oz.	.2038		
TRIPLE WHIP	8 oz.	.4089		
Sour Hanf & Half	Pt.	.3578		
EGG NOG	Qt.			
Beep	Qt.			
ORANGE & Fruit Drinks	½ Gal	.2581 *		
"	Qt			
XXBITXXUNCH	XXGal:		.1490	.1490
Coffee Wake-Up	Pt.	.2108		

3528

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposits

Gallons 15 ½ Gallons 6 Quarts

COMPANY

& PACIFIC TEA COMPANY

MET AREAS

Price Change No. 23

Effective June13, 1965

	Chesterton			Woodst
	.6665			.6517
				.3453
				[illegible]
				.0907
				.5175
				.16[illegible]8
				.3008
				.3[illegible]53
				.1796
				.25[illegible]8
				.2316
				.0962
				.3175
				.2595
				.4985
				[illegible]
				.4074
				.2390
				.2789
				.1963
				.4089
				.3458
				.2103

These prices are available to all on a proportionately equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3586-4

M O 2 Rev (10-60)

Price List of November 30, 1964

AREA NO 1 SUPPLEMENT

THE BORDEN CON

PRICES TO THE GREAT ATLANTIC & PAC

CHICAGO AND CALUMET

3587

MILK PRODUCTS	SIZE	All Stores Except as noted	Calumet Area Stores in Indiana	Joliet Lockport
HOMO V D. MILK Glass	Gal	.6981		.6823
" " "	½ Gal	.3685		.3658
" " "	Qt	.2000		.1907
" " " Paper	Gal.	.7371		.7315
GAIL BORDEN	½ Gal			
Gold-N-Del Glass	Gal.	.6500		
GOLD-N-DEL	½ Gal	.3453		
FORTIFIED SKIM	Qt	.1917		.1806
" "	1/2Gal.	.3453		
BUTTERMILK	½ Gal	.3685		.3658
	Qt	.2000		.1907
Dutch Choc. Milk	4-1/2Pts.	.2595		
DUTCH CHOCOLATE MILK	Qt.	.2437		
Milk Chocolate Shake	½ Pt	.0930 *		
Dutch Choc. Skim	1/2 Gal.	.3453		
HALF & HALF	Pt.	.2984		.2891
" "	Qt.	.5895		.5709
WHIPPING CREAM	½ Pt.	.3068		
SOUR CREAM	16 oz.	.4915		
" "	8 oz	.2474		
SOUR CREAM DIP	8 oz.	.2947		
YOGURT	8 oz.	.2038		
TRIPLE WHIP	8 oz.	.4089		
Sour Hanf & Half	Pt.	.3578		
EGG NOG	Qt			
Beep	Qt.			
ORANGE & Fruit Drinks	½ Gal	.2581		
"	Qt			
~~[illegible]~~	½ Gal.		.1490	.1490
Coffee Wake-Up	Pt.	.2108		

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposit

MPANY 158

FIC TEA COMPANY

AREAS

Price Change No. 24

Effective July 2, 1965

Chesterton			Woodsto
.6665			.6517
			.3453
			.1796
			.6907
			.3175
			[illegible]
			.3008
			.3453
			.1796
			[illegible]
			.2316
			.0930
			.3175
			.2595
			.4985
			.2836
			.4673
			.2390
			.2789
			.1963
			.4089
			.3558
			.2103

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3587-A

[illegible] Rev 10-60

Price List of November 30, 1964

AREA NO. 1 SUPPLEMENT

THE BORDEN COM

PRICES TO THE GREAT ATLANTIC & PACIFIC

CHICAGO AND CALUMET A

3588

MILK E PRODUCTS	SIZE	All Stores Except as noted	Calumet Area Stores in Indiana	Joliet Lockport
HOMO V D MILK Glass	Gal	.6981		.6823
" " "	½ Gal	.3685		.3658
" "	Qt	.2000		.1907
" " " Paper	Gal.	.7371		.7315
GAIL BORDEN	½ Gal			
Gold-N-Del Glass	Gal.	.6500		
GOLD-N-DEL	½ Gal.	.3453		
FORTIFIED SKIM	Qt	.1917		.1806
" "	1/2Gal.	.3453		
BUTTERMILK	½ Gal	.3685		.3658
	Qt	.2000		.1907
Dutch Choc. Milk	4-1/2Pts.	.2595		
DUTCH CHOCOLATE MILK	Qt	.2437		
MilkCHOCOLATE SHAKE	½ Pt	.0930 *		
Dutch Choc. Skim	1/2 Gal.	.3453		
HALF & HALF	Pt.	.2984		.2891
" "	Qt.	.5895		.5709
WHIPPING CREAM	½ Pt.	.3068		
SOUR CREAM	16 oz	.4915		
" "	8 oz	.2474		
SOUR CREAM DIP	8 oz	.2947		
YOGURT	5 oz	.2038		
TRIPLE WHIP	8 oz	.4089		
Sour Half & Half	Pt.	.3578		
EGG NOG	Qt	.4405 **		
Beep	Qt.			
ORANGE & Fruit Drinks	½ Gal	.2561		
"	Qt		.1490	.1490
FRUIT PUNCH	½ Gal			
Coffee Wake-Up	Pt.	.2108		

* Asterisk denotes price change

** Asterisks denotes new authorization

Bottle Deposit

Opale

PANY

Price Change No. 25

TEA COMPANY

Effective November 11, 1965

REAS

Chesterton			Woodstock
.6665			.6517
			.3453
			.1796
			.6907
			.3175
			.16[illegible]8
			.3008
			.3453
			.1796
			.25[illegible]8
			.2316
			.0930
			.3175
			.2595
			.4985
			.2836
			.4674
			.2390
			.2789
			.1963
			.4089
			.3458
			.4001 **
			.[illegible]158

3588-A

hese prices are available to all on a proportionately equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

M O 2 Rev 110-60

Price List of November 30, 1964

AREA NO 1 SUPPLEMENT

THE BORDEN CO

PRICES TO THE GREAT ATLANTIC & PAC

CHICAGO AND CALUMET

MILK E PRODUCTS	SIZE	All Stores Except as noted
HOMO V.D. MILK Glass	Gal	.6510 *
" " "	½ Gal	.3430 *
" " "	Qt	.1855 *
" " " Paper	Gal.	.6860 *
GAIL BORDEN	½ Gal	
Gold-N-Del Glass	Gal.	.6090 *
GOLD-N-DEL	½ Gal	.3220 *
FORTIFIED SKIM	Qt	.1785 *
" "	1/2Gal.	.3220 *
BUTTERMILK	½ Gal	.3430 *
	Qt	.1855 *
Dutch Choc. Milk	4-1/2Pts.	.2380 *
DUTCH CHOCOLATE MILK	Qt.	.2240 *
Milk CHOCOLATE SHAKE	½ Pt	.0930
Dutch Choc. Skim	1/2 Gal.	.3220 *
HALF & HALF	Pt.	.2730 *
" "	Qt.	.5390 *
WHIPPING CREAM	½ Pt	.2300 *
SOUR CREAM	16 oz	.4445 *
" "	8 oz	.2275 *
SOUR CREAM DIP	8 oz.	.2695 *
YOGURT	8 oz.	.1890 *
TRIPLE WHIP	8 oz.	.3710 *
Sour Hanf & Half	Pt.	.3255 *
EGG NOG	Qt	.3990 *
Beep	Qt.	
ORANGE & Fruit Drink	½ Gal	.2581
"	Qt	.1490
FRUIT PUNCH	½ Gal.	
Coffee Wake-Up	Pt.	.2108

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposit

3569

353

160

PANY

Price Change No. 26

FIC TEA COMPANY

Effective November 15, 196[illegible]

AREAS

		McHenry Crystal Lake Fox Lake Woodstock Zion Antioch Wauconda	
		.6492 *	
		.3422 *	
		.1851 *	
		.6844 *	
		.3212 *	
		.1781 *	
		.3212 *	
		.3422 *	
		.1851 *	
		.2376 *	
		.2236 *	
		.0930	
		.3212 *	
		.2726 *	
		.5382 *	
		.2796 *	
		.4437 *	
		.2271 *	
		.2[illegible] *	
		.1890 *	
		.3710 *	
		.3251 *	
		.3990 *	
		.2103	

These prices are available to all on a proportionately equal basis

THE BORDEN COMPANY -- CHICAGO METROPOLITAN REGION

3589-A

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THE BORDEN CO

PRICES TO THE GREAT ATLANTIC & PA

CHICAGO AND CALUME

Price List of Borden Label

AREA NO 1 SUPPLEMENT

MILK PRODUCTS	SIZE	All Stores Except as noted		
HOMO V.D. MILK Glass	Gal	.6770 *		
" " "	½ Gal	.3560 *		
" " "	Qt	.1920 *		
" " " Paper	Gal.	.7120 *		
GAIL BORDEN	½ Gal			
Gold-N-Del Glass	Gal.	.6350 *		
GOLD-N-DEL	½ Gal	.3350 *		
FORTIFIED SKIM	Qt	.1850 *		
" "	1/2Gal.	.3350 *		
BUTTERMILK	½ Gal	.3560 *		
"	Qt	.1920 *		
Dutch Choc. Milk	4-1/2Pts.	.2445 *		
DUTCH CHOCOLATE MILK	Qt	.2305 *		
Mil CHOCOLATE SHAKE	½ Pt	.0965 *		
Dutch Choc. Skim	1/2 Gal.	.3350 *		
HALF & HALF	Pt	.2795 *		
" "	Qt.	.5520 *		
WHIPPING CREAM	½ Pt.	.2865 *		
SOUR CREAM	16 oz	.4575 *		
" "	8 oz.	.2340 *		
SOUR CREAM DIP	8 oz.	.2760 *		
YOGURT	8 oz	.1960 *		
TRIPLE WHIP	8 oz	.3780 *		
Sour Half & Half	Pt.	.3320 *		
EGG NOG	Qt			
ORANGE Drink	½ Gal	[illegible]		
"	Qt	.1490		
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pt.	.2108		

* Asterisk denotes price change

** Asterisks denotes new authorization

Bottle Deposit

Gallons ½ Gallons Quarts

3590

2532

MPANY

ACIFIC TEA COMPANY

T AREAS

Price Change No. 27

Effective February 7, 1966

	Joliet Lockport Aurora	McHenry Crystal Lake Fox Lake Woodstock Zion Antioch Wauconda	
	.6494	.6494	
	.3422	.3422	
	.1851	.1851	
	.6844	.6844	
	.3212	.3212	
	.1781	.1781	
	.3212	.3212	
	.3422	.3422	
	.1851	.1851	
	.2376	.2376	
	.2236	.2236	
	.0930	.0930	
	.3212	.3212	
	.2726	.2726	
	.5382	.5382	
	.2796	.2796	
	.4437	.4437	
	.2271	.2271	
	.2691	.2691	
	.1890	.1890	
	.3710	.3710	
	.3251	.3251	
	.2108	.2108	

3590-A

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

M. O. 2 Rev. (12-60)

Price List Borden Label

AREA No. 1 SUPPLEMENT

THE BORDEN CO

PRICES TO THE GREAT ATLANTIC & PAC

CHICAGO AND CALUMET

MILK PRODUCTS	SIZE	All Stores Except as noted		
HOMO V D MILK Glass	Gal	.6770 *		
" " "	½ Gal	.3560 *		
" " "	Qt	.1920 *		
" " " Paper	Gal.	.7120 *		
GAIL BORDEN	½ Gal			
Gold-N-Del Glass	Gal.	.6350 *		
GOLD N DEL "	½ Gal	.3350 *		
FORTIFIED SKIM	Qt	.1850 *		
" "	1/2Gal.	.3350		
BUTTERMILK	½ Gal	.3560 *		
	Qt	.1920 *		
Dutch Choc. Milk	4-1/2Pts.	.2445 *		
DUTCH CHOCOLATE MILK	Qt	.2305 *		
Mil CHOCOLATE SHAKE	½ Pt	.0965 *		
Dutch Choc. Skim	1/2 Gal.	.3350 *		
HALF & HALF	Pt	.2795 *		
" "	Qt.	.5520 *		
WHIPPING CREAM	½ Pt	.2865		
SOUR CREAM	16 oz	[illegible] *		
" "	8 oz	.2310 *		
SOUR CREAM DIP	8 oz	.2760 *		
YOGURT		.1960 *		
TRIPLE WHIP		.3780 *		
Sour Half & Half	Pt.	.3320 *		
EGG NOG	Qt			
ORANGE Drink	½ Gal	[illegible]		
	Qt	[illegible]		
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pt.	.2108		

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposit

Gallons ½ - Gallons Quarts

3533

MPANY

FIC TEA COMPANY

AREAS

Price Change No. 28

Effective May 9, 1966

Joliet Lockport Aurora	McHenry Crystal Lake Fox Lake Woodstock Zion Antioch Waukegan
.6578 *	.6562 *
.3464 *	.3456 *
.1872	.1868 *
.6928 *	.6912 *
.3254 *	.3246 *
.1802 *	.1798 *
.3254 *	.3246 *
.3464 *	.3456 *
.1872 *	.1868 *
.2397 *	.2393 *
.2257 *	.2253 *
.0965	.0965
.3254 *	.3246 *
.2747 *	.2743 *
.5424 *	.5416 *
.2817 *	.2813 *
.4479 *	.4471 *
.2292 *	.2288 *
.2712 *	.2708 *
.1960	.1960
.3780	.3780
.3272 *	.3268 *
.2108	.2108

THE BORDEN COMPANY CHICAGO METROPOLITAN REGION

J. G. Tarr

3591-A

M. O. 2 Rev. (10-60)

Price List of Borden Label

AREA NO. 1 SUPPLEMENT

THE BORDEN

PRICES TO THE GREAT ATLANTI

CHICAGO AND CALUM

MILK PRODUCTS	SIZE	All Stores Except as noted		
HOMO V.D. MILK Glass	Gal.	.6910 *		
" " "	½ Gal.	.3630 *		
" " "	Qt.	.1955 *		
" " " Paper	Gal.	.7200 *		
GAIL BORDEN	½ Gal.			
2% Glass	Gal.	.6490 *		
GOLD-N-DEL 2	½ Gal.	.3420 *		
FORTIFIED SKIM	Qt.	.1335 *		
" "	1/2 Gal.	.3420 *		
BUTTERMILK	½ Gal.	.3630 *		
"	Qt.	.1955 *		
Dutch Choc. Milk 4	1/2 Pts.	.2480 *		
DUTCH CHOCOLATE MILK	Qt.	.2340 *		
~~CHOCOLATE~~ SHAKE	½ Pt.	.0965		
Dutch Choc. Skim	1/2 Gal.	.3420 *		
HALF & HALF	Pt.	.2330 *		
" "	Qt.	.5590 *		
WHIPPING CREAM	½ Pt.	.2900 *		
SOUR CREAM	16 oz.	.4645 *		
" "	8 oz.	.2375 *		
SOUR CREAM DIP	8 oz.	.2795 *		
YOGURT	8 oz.	.1795 *		
TRIPLE WHIP	8 oz.	.3315 *		
Sr. Half & Half	Pt.	.3355 *		
EGG NOG	Qt.			
ORANGE	½ Gal.			
"	Qt.	.1525 *		
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143 *		

* Asterisk denotes price change.
Asterisks denotes new authorization.

Bottle Deposits:

Gallons ___ ½ Gallons ___ Quarts ___

3592

3534

COMPANY

C & PACIFIC TEA COMPANY

ET AREAS

Price Change No. 29

Effective May 31, 1966

		Joliet Lockport Aurora	McHenry Crystal Lake Fox Lake Woodstock Zion Antioch Wauconda	
		.6718 *	.6702 *	
		.3534 *	.3526 *	
		.1907 *	.1903 *	
		.7068 *	.7052 *	
		.3324 *	.3316 *	
		.1837 *	.1333 *	
		.3324 *	.3316 *	
		.3534 *	.3526 *	
		.1907 *	.1903 *	
		.2432 *	.2428 *	
		.2292 *	.2288 *	
		.0965	.0965	
		.3324 *	.3316 *	
		.2782 *	.2773 *	
		.5474 *	.5486 *	
		.2852 *	.2843 *	
		.4549 *	.4541 *	
		.2327 *	.2323 *	
		.2747 *	.2743 *	
		.1995 *	.1995 *	
		3815 *	.3815 *	
		.3307 *	.3303 *	
		.1525 *	.1525 *	
		.2143 *	.2143 *	

3592-A

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

[illegible]

Price List of Borden Label

AREA NO. 1 SUPPLEMENT

THE BORDEN CO

PRICES TO THE GREAT ATLANTIC & PA

CHICAGO AND CALUMET

MILK PRODUCTS	SIZE	All Stores Except as noted		
HOMO V D MILK Glass	Gal	.6910 *		
" " "	½ Gal	.3630 *		
" " "	Qt	.1955 *		
" " " Paper	Gal.	.7260 *		
GAIL BORDEN	½ Gal			
Gold-N-Del Glass	Gal.	.6490 *		
GOLD-N-DEL	½ Gal	.3420 *		
FORTIFIED SKIM	Qt	.1885 *		
" "	1/2Gal.	.3420		
BUTTERMILK	½ Gal	.3630 *		
"	Qt	.1955 *		
Dutch Choc. Milk	4-1/2Pts.	.2480 *		
DUTCH CHOCOLATE MILK	Qt	.2340 *		
Mil CHOCOLATE SHAKE	½ Pt	.0965 *		
Dutch Choc. Skim	1/2 Gal.	.3420 *		
HALF & HALF	Pt.	.2830 *		
" "	Qt.	.5590 *		
WHIPPING CREAM	½ Pt.	.2900 *		
SOUR CREAM	16 oz.	.4645 *		
" "	8 oz.	.2375 *		
SOUR CREAM DIP	8 oz	.2795 *		
YOGURT	8 oz	.1995 *		
TRIPLE WHIP	8 oz	.3815 *		
Sour Half & Half	Pt.	.3355 *		
EGG NOG	Qt.			
ORANGE Drink	½ Gal	[illegible]		
"	Qt	.1525		
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pt.	.2143		

* Asterisk denotes price change

** Asterisks denotes new authorization

Bottle Deposit -

3593

355

MPANY

CIFIC TEA COMPANY

T AREAS .

Price Change No. 30

164

Effective June 6, 1966

Joliet Lockport	McHenry Crystal Lake Fox Lake Woodstock Zion Antioch Wauconda Aurora *
.6910 *	.6710 *
.3630 *	.3530 *
.1955 *	.1905 *
.7260 *	.7060 *
.3420 *	.3320 *
.1885 *	.1835 *
.3420 *	.3320 *
.3630 *	.3530 *
.1955 *	.1905 *
.2480 *	.2430 *
.2340 *	.2290 *
.0965	.0965
.3420 *	.3320 *
.2830 *	.2780 *
.5590 *	.5490 *
.2900 *	.2850 *
.4645 *	.4545 *
.2375 *	.2325 *
.2795 *	.2745 *
.1995	.1995
.3815	.3815
.3355 *	.3305 *

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3593-A

M. O. 2 Rev. 11-1-61

THE BORDEN

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC

CHICAGO AND CALU

AREA NO. 1 SUPPLEMENT Zone 1

MILK PRODUCTS	SIZE	All Stores Except as noted		
HOMO V.D MILK	Gal.	.6910		
" " "	½ Gal.	.3630		
" " "	Qt.	.1955		
" " Paper	Gal.	.7260		
GAIL BORDEN	½ Gal.			
Gold-N-Del Glass	Gal.	.6490		
GOLD-N-DEL 2	½ Gal.	.3420		
FORTIFIED SKIM	Qt.	.1885		
" "	1/2 Gal.	.3420		
BUTTERMILK	½ Gal.	.3630		
"	Qt.	.1955		
Dutch Choc. Milk	1/2 Pts.	.2480		
DUTCH CHOCOLATE MILK	Qt.	.2340		
Milk ~~[illegible]~~ SHAKE	½ Pt	.0965		
Dutch Choc. Skim	1/2 Gal.	.3420		
HALF & HALF	Pt	.2830		
" "	Qt.	.5590		
WHIPPING CREAM	½ Pt.	.2900		
SOUR CREAM	16 oz.	.4685		
" "	8 oz.	.2375		
SOUR CREAM DIP	8 oz.	.2795		
YOGURT	8 oz.	.1995		
TRIPLE WHIP	8 oz.	.3815		
Sr. Half & Half	Pt.	.3355		
EGG NOG	Qt			
ORANGE	½ Gal	.2651 * (except City of Chicago)		
"	Qt	.1525		
~~[illegible]~~ PUNCH	½ Gal.			
Coffee Wake-Up	Pt.	.2143		

3594

3536

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons 15 ½ Gallons Quarts

COMPANY

PACIFIC TEA COMPANY

MET AREAS

Price Change No. 31

Effective July 5, 1966

Zone 4

Crystal Lake Fox Lake Woodstock Zion, Antioch, Wauconda Aurora
.6998 *
.3674 *
.1977 *
.7348 *
.3464 *
.1907 *
.3464 *
.3674 *
.1977 *
.2502 *
.2362 *
.1000 *
.3464 *
.2852 *
.5634 *
.2922 *
.4689 *
.2397 *
.2817 *
.2030 *
.3815
.3377 *
.2651 *
.1525
.2143

3554-C

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

Al. O 2 Rev. (10-60)

THE BORDEN COM

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC & PACIF

CHICAGO AND CALUMET

AREA NO. 1 SUPPLEMENT Zone 1

MILK PRODUCTS	SIZE	All Stores Except as noted
HOMO V.D MILK	Gal.	.6910
" " "	½ Gal.	.3630
" " "	Qt	.1955
" " Paper	Gal.	.7260
GAIL BORDEN	½ Gal.	
Gold-N-Del Glass	Gal.	.6490
GOLD-N-DEL 2%	½ Gal.	.3420
FORTIFIED SKIM	Qt.	.1885
" "	1/2 Gal.	.3420
BUTTERMILK	½ Gal.	.3630
"	Qt.	.1955
Dutch Choc. Milk	1/2 Pts	.2480
DUTCH CHOCOLATE MILK	Qt.	.2340
Milk [illegible] SHAKE	½ Pt	.0965
Dutch Choc. Skim	1/2 Gal.	.3420
HALF & HALF	Pt.	.2830
" "	Qt.	.5590
WHIPPING CREAM	½ Pt.	.2900
SOUR CREAM	16 oz.	.4645
" "	8 oz.	.2375
SOUR CREAM DIP	8 oz.	.2795
YOGURT	8 oz.	.1995
TRIPLE WHIP	8 oz.	.3815
Sr. Half & Half	Pt.	.3355
EGG NOG	Qt	
ORANGE	½ Gal.	.2651 * (except City of Chicago)
"	Qt	.1525
[illegible]	½ Gal.	
Coffee Wake-Up	Pt.	.2143

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

15

3595

3537

PANY

C TEA COMPANY

AREAS

Price Change No 31

Effective July 5, 1966

Zone 4

		Crystal Lake Fox Lake Woodstock Zion, Antioch Wauconda Aurora	
		.6998 *	
		.3674 *	
		.1977 *	
		.7348 *	
		.3464 *	
		.1907 *	
		.3464 *	
		.3674 *	
		.1977 *	
		.2502 *	
		.2362 *	
		.1000 *	
		.3464 *	
		.2852 *	
		.5634 *	
		.2922 *	
		.4689 *	
		.2377 *	
		.2817 *	
		.2030 *	
		.3815	
		.3377 *	
		.2651 *	
		.1525	
		.2143	

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3595-A

M O 2 Rev. (10-60)

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC & PACIF
CHICAGO AND CALUMET A

AREA NO 1 SUPPLEMENT A

MILK PRODUCTS	SIZE	Zone 1 (4.92) All Stores Except as noted
HOMO V.D. MILK	Gal.	.7170 *
" " "	½ Gal.	.3760 *
" " "	Qt.	.2020 *
" " " Paper	Gal.	.7520 *
GAIL BORDEN	½ Gal.	
Gold-N-Del Glass	Gal.	.6750 *
GOLD-N-DEL 2%	½ Gal.	.3550 *
FORTIFIED SKIM	Qt.	.1950 *
" "	1/2 Gal.	.3550 *
BUTTERMILK	½ Gal.	.3760 *
"	Qt.	.2020 *
Dutch Choc. Milk	1/2 Pts.	.2545 *
DUTCH CHOCOLATE MILK	Qt.	.2405 *
SXXXXXATE SHAKE Milk	½ Pt.	.1000 *
Dutch Choc. Skim	1/2 Gal.	.3550 *
HALF & HALF	Pt.	.2895 *
" "	Qt.	.5720 *
WHIPPING CREAM	½ Pt.	.2965 *
SOUR CREAM	16 oz.	.4775 *
" "	8 oz.	.2440 *
SOUR CREAM DIP	8 oz.	.2860 *
YOGURT	8 oz.	.2030 *
TRIPLE WHIP	8 oz.	.3850 *
Sr. Half & Half	Pt.	.3420 *
EGG NOG	Qt.	
ORANGE	½ Gal.	.2651 (except City of Chicago)
"	Qt.	.1525
XXXXXXX	½ Gal.	
Coffee Wake-Up	Pt.	.2143

[illegible] 9/11
[illegible]
Price list #3✓
in effect

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits:

Gallons 15 ½ Gallons ____ Quarts ____

3596

3538

Price Change No.

C TEA COMPANY
REAS

Effective July 11, 1966

Zone 4
(4.72)

		Crystal Lake, Fox Lake Woodstock Zion, Antioch Wauconda, Aurora	
		.6998	
		.3674	
		.1977	
		.7348	
		.3464	
		.1907	
		.3464	
		.3674	
		.1977	
		.2502	
		.2362	
		.1000	
		.3464	
		.2852	
		.5634	
		.2922	
		.4689	
		.2397	
		.2317	
		.2030	
		.3815	
		.3377	
		.2651	
		.1525	
		.2143	

3596.A

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC & PACI
CHICAGO AND CALUMET

AREA NO. 1 SUPPLEMENT A

Zone 1

MILK PRODUCTS	SIZE	(4.92) All Stores Except as noted		
HOMO V.D. MILK	Gal.	.7170 *		
" " "	½ Gal.	.3760 *		
" " "	Qt.	.2020 *		
" " " Paper	Gal.	.7520 *		
GAIL BORDEN	½ Gal.			
Gold-N-Del Glass	Gal.	.6750 *		
GOLD-N-DEL 2%	½ Gal.	.3550 *		
FORTIFIED SKIM	Qt.	.1950 *		
" "	1/2 Gal.	.3550 *		
BUTTERMILK	½ Gal.	.3760 *		
"	Qt.	.2020 *		
Dutch Choc. Milk	1/2 Pts.	.2545 *		
DUTCH CHOCOLATE MILK	Qt.	.2405 *		
CHOCOLATE SHAKE Milk	½ Pt.	.1000 *		
Dutch Choc. Skim	1/2 Gal.	.3550 *		
HALF & HALF	Pt.	.2395 *		
" "	Qt.	.5720 *		
WHIPPING CREAM	½ Pt.	.2965 *		
SOUR CREAM	16 oz.	.4775 *		
" "	8 oz.	.2440 *		
SOUR CREAM DIP	8 oz.	.2860 *		
YOGURT	8 oz.	.2030 *		
TRIPLE WHIP	8 oz.	.3350 *		
Sr. Half & Half	Pt.	.3420 *		
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651 (except City of Chicago)		
"	Qt.	.1525		
~~XXXXXXX~~	½ Gal.			
Coffee Wake-Up	Pt.	.2143		

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits:

Gallons 15 ½ Gals. —— Quarts ——

3597

3539

IC TEA COMPANY
AREAS

Price Change No. 3468

Effective July 11, 1966

Zone 4

		(4.72) Crystal Lake, Fox Lake Woodstock Zion, Antioch Wauconda, Aurora	
		.6998	
		.3674	
		.1977	
		.7348	
		.3464	
		.1907	
		.3464	
		.3674	
		.1977	
		.2502	
		.2362	
		.1000	
		.3464	
		.2852	
		.5634	
		.2922	
		.4689	
		.2397	
		.2317	
		.2030	
		.3815	
		.3377	
		.2651	
		.1525	
		.2143	

hese prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3597-A

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC &
CHICAGO AND CALUM

AREA NO. 1 SUPPLEMENT B Zone 1

MILK PRODUCTS	SIZE	(4.62) All Stores Except as noted		
HOMO V.D. MILK	Gal.	.6910		
" " "	½ Gal.	.3630		
" " "	Qt.	.1955		
" " " Paper	Gal.	.7260		
GAIL BORDEN	½ Gal			
Gold-N-Del Glass	Gal.	.6490		
GOLD-N-DEL 2%	½ Gal.	.3420		
FORTIFIED SKIM	Qt.	.1885		
" "	1/2 Gal.	.3420		
BUTTERMILK	½ Gal	.3630		
"	Qt	.1955		
Dutch Choc. Milk	1/2 Pts	.2480		
DUTCH CHOCOLATE MILK	Qt	.2340		
~~CHOCOLATE~~ SHAKE	½ Pt	.0965		
Dutch Choc. Skim	1/2 Gal.	.3420		
HALF & HALF	Pt.	.2830		
" "	Qt.	.5590		
WHIPPING CREAM	½ Pt.	.2900		
SOUR CREAM	16 oz.	.4645		
" "	8 oz.	.2375		
SOUR CREAM DIP	8 oz.	.2795		
YOGURT	8 oz.	.1995		
TRIPLE WHIP	8 oz.	.3815		
Sr. Half & Half	Pt.	.3355		
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651	(except City of Chicago)	
"	Qt	.1525		
~~FRUIT PUNCH~~	½ Gal.			
Coffee Wake-Up	Pt.	.2143		

3598

* Asterisk denotes price change.
** Asterisks denotes new authorization.

3540

Bottle Deposits:

Gallons 15 ½ Gallons ____ Quarts ____

PACIFIC TEA COMPANY
ET AREAS

Price Change No. 32

Effective July 11, 1966
Zone 4

			(4.72) McHenry, Crystal Lake Fox Lake Woodstock, Zion, Antiocl Wauconda, Aurora	
			.6998	
			.3674	
			.1977	
			.7348	
			.3464	
			.1907	
			.3464	
			.3674	
			.1977	
			.2502	
			.2362	
			.1000	
			.3464	
			.2852	
			.5634	
			.2922	
			.4689	
			.2377	
			.2377	
			.2030	
			.3815	
			.3377	
			.2651	
			.1525	
			.2143	

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3598-A

Price List of. Borden Label

PRICES TO THE GREAT ATLANTIC & PA

CHICAGO AND CALUMET

AREA NO. 1 SUPPLEMENT B Zone 1

MILK PRODUCTS	SIZE	(4.62) All Stores Except as noted		
HOMO V.D. MILK	Gal.	.6910		
" " "	½ Gal.	.3630		
" " "	Qt.	.1955		
" " " Paper	Gal.	.7260		
GAIL BORDEN	½ Gal.			
Gold-N-Del Glass	Gal.	.6490		
GOLD-N-DEL 2%	½ Gal.	.3420		
FORTIFIED SKIM	Qt.	.1885		
" "	1/2 Gal.	.3420		
BUTTERMILK	½ Gal	.3630		
"	Qt.	.1955		
Dutch Choc. Milk	1/2 Pts	.2430		
DUTCH CHOCOLATE MILK	Qt.	.2340		
CHOCOLATE SHAKE	½ Pt.	.0965		
Dutch Choc. Skim	1/2 Gal.	.3420		
HALF & HALF	Pt.	.2830		
" "	Qt.	.5590		
WHIPPING CREAM	½ Pt.	.2900		
SOUR CREAM	16 oz.	.4645		
" "	8 oz.	.2375		
SOUR CREAM DIP	8 oz.	.2795		
YOGURT	8 oz.	.1995		
TRIPLE WHIP	8 oz.	.3815		
Sr. Half & Half	Pt.	.3355		
EGG NOG	Qt.			
ORANGE	½ Gal	.2651	(except City of Chicago)	
"	Qt.	.1525		
[illegible]	½ Gal.			
Coffee Wake-Up	Pt.	.2143		

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons 15 ½ Gallons Quarts

3599

3541

CIFIC TEA COMPANY
AREAS

Price Change No 32

Effective July 11, 1966

Zone 4

			(4.72) McHenry, Crystal Lake Fox Lake Woodstock, Zion, Antioch Wauconda, Aurora	
			.6998	
			.3674	
			.1977	
			.7348	
			.3464	
			.1907	
			.3464	
			.3674	
			.1977	
			.2502	
			.2362	
			.1000	
			.3464	
			.2852	
			.5634	
			.2922	
			.4689	
			.2367	
			.2817	
			.2030	
			.3815	
			.3377	
			.2651	
			.1525	
			.2143	

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3599-A

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC & PA
CHICAGO AND CALUMET

AREA NO 1 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1 (4.62) All Stores Except as noted	Zone 1 (4.92) Chesterton East Chicago Gary Hammond	Zone 1 (4.92) Hobart Portage Munster Whiting
HOMO V D. MILK	Gal.	.6910	.7170 *	.7170 *
" " "	½ Gal.	.3630	.3760 *	.3760 *
" " "	Qt.	.1995	.2020 *	.2020 *
" " " Paper	Gal.	.7260	.7520 *	.7520 *
GAIL BORDEN	½ Gal			
Gold-N-Del Glass	Gal.	.6890	.6750 *	.6750 *
GOLD-N-DEL 2%	½ Gal.	.3420	.3550 *	.3550 *
FORTIFIED SKIM	Qt.	.1885	.1950 *	.1950 *
" "	1/2 Gal.	.3420	.3550 *	.3550 *
BUTTERMILK	½ Gal.	.3630	.3760 *	.3760 *
"	Qt.	.1955	.2020 *	.2020 *
Dutch Choc. Milk ½	1/2 Pts.	.2480	.2545 *	.2545 *
DUTCH CHOCOLATE MILK	Qt.	.2340	.2405 *	.2405 *
CHOCOLATE SHAKE	½ Pt	.0965	.1000 *	.1000 *
Dutch Choc. Skim	1/2 Gal.	.3420	.3550 *	.3550 *
HALF & HALF	Pt.	.2830	.2695 *	.2895 *
" "	Qt.	.5590	.5720 *	.5720 *
WHIPPING CREAM	½ Pt.	.2960	.2965 *	.2965 *
SOUR CREAM	16 oz.	.4645	.4775 *	.4775 *
" "	8 oz.	.2375	.2440 *	.2440 *
SOUR CREAM DIP	8 oz.	.2795	.2860 *	.2860 *
YOGURT	8 oz.	.1995	.2030 *	.2030 *
TRIPLE WHIP	8 oz.	.3815	.3850 *	.3850 *
Sr. Half & Half	Pt.	.3355	.3420 *	.3420 *
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651	.2651 *	.2651 *
"	Qt	.1525	.1525 *	.1525 *
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pt.	.2143	.2143 *	.2143 *

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits.

Gallons 15¢ ½ Gallons ____ Quarts ____

3600-A

3/5/72

Price Change No

CIFIC TEA COMPANY
AREAS

Effective July 14, 1966

Zone 4

Point Value		(4.72) McHenry Crystal Lake Fox Lake Woodstock, Zion, Antioch Wauconda, Aurora	
4		.6998	
2		.3674	
1		.1977	
4		.7348	
4			
2		.3464	
1		.1907	
2		.3464	
2		.3674	
1		.1977	
1/2 pints = 1 pint		.2502	
1		.2362	
		.1000	
2		.3464	
1		.2852	
2		.5634	
1		.2922	
2		.4689	
1		.2397	
		.2317	
		.2030	
		.3815	
		.3377	
1			
(except City of Chicago)		.2651	
		.1525	
		.2143	

3600

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

D. Tork

Price List of. Borden Label

PRICES TO THE GREAT ATLANTIC & PA
CHICAGO AND CALUMET

AREA NO. 1 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1 (4.62) All Stores Except as noted	Zone 1 (4.92) Chesterton East Chicago Gary Hammond	Zone 1 (4.92) Hobart Portage Munster Whiting
HOMO V.D. MILK	Gal.	.6910	.7170 *	.7170 *
" " "	½ Gal.	.3630	.3760 *	.3760 *
" " "	Qt.	.1995	.2020 *	.2020 *
" " " Paper	Gal.	.7260	.7520 *	.7520 *
GAIL BORDEN	½ Gal.			
Gold-N-Del Glass	Gal.	.6490	.6750 *	.6750 *
GOLD-N-DEL 2	½ Gal.	.3420	.3550 *	.3550 *
FORTIFIED SKIM	Qt	.1855	.1950 *	.1950 *
" "	1/2 Gal.	.3420	.3550 *	.3550 *
BUTTERMILK	½ Gal.	.3630	.3760 *	.3760 *
"	Qt.	.1995	.2020 *	.2020 *
Dutch Choc. Milk	1/2 Pts.	.2480	.2545 *	.2545 *
DUTCH CHOCOLATE MILK	Qt.	.2340	.2405 *	.2405 *
CHOCOLATE SHAKE	½ Pt	.0965	.1000 *	.1000 *
Dutch Choc. Skim	1/2 Gal.	.3420	.3550 *	.3550 *
HALF & HALF	Pt.	.2330	.2895 *	.2395 *
" "	Qt.	.5590	.5720 *	.5720 *
WHIPPING CREAM	½ Pt.	.2700	.2765 *	.2765 *
SOUR-CREAM	16 oz.	.4645	.4775 *	.4775 *
" "	8 oz.	.2375	.2440 *	.2440 *
SOUR CREAM DIP	8 oz.	.2795	.2860 *	.2860 *
YOGURT	8 oz.	.1995	.2030 *	.2030 *
TRIPLE WHIP	8 oz.	.3315	.3350 *	.3350 *
Sr. Half & Half	Pt.	.3355	.3420 *	.3420 *
EGG NOG	Qt			
ORANGE	½ Gal.	.2651	.2651 *	.2651 *
"	Qt	.1525	.1525 *	.1525 *
[illegible]	½ Gal.			
Coffee Wake-Up	Pt.	.2143	.2143 *	.2143 *

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits.

Gallons 15¢ ½ Gallons Quarts

3601

3543

IFIC TEA COMPANY
AREAS

Price Change No. 33

Effective July 14, 1966

Zone 4

		(4.72) McHenry Crystal Lake Fox Lake Woodstock, Zion, Antioch Wauconda, Aurora	
		.6998	
		.3674	
		.1977	
		.7348	
		.3464	
		.1907	
		.3464	
		.3674	
		.1977	
		.2592	
		.2562	
		.1000	
		.3464	
		.2352	
		.5634 .2822	
		.4689	
		.2397	
		.2817	
		.2030	
		.3815 .3377	
(except City of Chicago)		.2651	
		.1525	
		.2143	

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3601-A

At. O-2 Rev. (10-60)

THE BORDE

Price List of Borden Label

PRICES TO THE GREAT ATLAN
CHICAGO AND CA

AREA NO. 1 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1 ~~(4.90)~~ All Stores Except as noted		Zon (5. Chest East C Gary, Hamm Munst
HOMO V.D. MILK	Gal.	.7154 *		.7
" " "	½ Gal.	.3752 *		.3
" " "	Qt.	.2016 *		.2
" " " Paper	Gal.	.7504 *		.7
GAIL BORDEN	½ Gal.			
2% Skim, Glass	Gal.	.6734 *		.7
GOLD-N-DEL 2%	½ Gal.	.3542 *		.3
FORTIFIED SKIM	Qt.	.1946 *		.2
" "	1/2 Gal.	.3542 *		.3
BUTTERMILK	½ Gal.	.3752		.3
"	Qt	.2016 *		.2
Dutch Choc. Milk	1/2 Pts.	.0635 *		.0
DUTCH CHOCOLATE MILK	Qt.	.2401 *		.2
~~CHOCOLATE~~ SHAKE	½ Pt	.1000 *		.1
Dutch Choc. Skim	1/2 Gal.	.3542 *		.3
HALF & HALF	Pt	.2891 *		.2
" "	Qt.	.5712 *		.5
WHIPPING CREAM	½ Pt.	.2961 *		.3
SOUR CREAM	16 oz.	.4767 *		4
" "	8 oz.	.2436 *		.2
SOUR CREAM DIP	8 oz.	.2856 *		.2
YOGURT	8 oz.	.2030 *		.2
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3416 *		.3
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651		.2
"	Qt	.1525		.1
[illegible]	½ Gal.			
Coffee Wake-Up	Pt.	.2143		.2

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons 15¢ ½ Gallons ---- Quarts ----

3602

3544

N COMPANY

Price Change No. 34

TIC & PACIFIC TEA COMPANY
LUMET AREAS

Effective August 1, 1966

e 1 2)			Zone 4 (4.72)	
zton hicago Portage, ond, Hobart, er, Whiting			McHenry, Crystal Lake Fox Lake, Woodstock, Zion, Antioch Wauconda Aurora	
430 *			.6798	
890 *			.3674	
085 *			.1977	
780 *			.7348	
010 *				
680 *			.3464	
015 *			.1907	
680 *			.3464	
890 *			.3674	
085 *			.1977	
655 *			.0626	
470 *			.2362	
000			.1000	
680 *			.3464	
960 *			.2852	
850 *			.5634	
030 *			.2922	
905 *			.4689	
505 *			.2397	
925 *			.2817	
030			.2030	
485 *			.3377	
651	(except City of Chicago)		.2651	
525			.1525	
143			.2143	

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

J. G. Tau

M. O. 2 Rev. (10-60)

Price List of Borden Label

AREA NO 1 SUPPLEMENT

THE BORDEN C

PRICES TO THE GREAT ATLANTIC & P
CHICAGO AND CALUME

MILK PRODUCTS	SIZE	Zone 1 (4.90) All Stores Except as noted		Zone 1 (5.22) Chesterton East Chicago Gary, Porta Hammond, H Munster, Wh
HOMO V.D. MILK	Gal.	.7154 *		.7430 *
" " "	½ Gal.	.3752 *		.3890 *
" " "	Qt.	.2016 *		.2085 *
" " " Paper	Gal.	.7504 *		.7780 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass	Gal.	.6734 *		.7010 *
GOLD-N-DEL 2%	½ Gal.	.3542 *		.3680 *
FORTIFIED SKIM	Qt.	.1946 *		.2015 *
" "	1/2 Gal.	.3542 *		.3680 *
BUTTERMILK	½ Gal.	.3752 *		.3890 *
"	Qt.	.2016 *		.2085 *
Dutch Choc. Milk	1/2 Pts.	.0635 *		.0653 *
DUTCH CHOCOLATE MILK	Qt.	.2401 *		.2470 *
~~CHOCOLATE~~ SHAKE	½ Pt.	.1000 *		.1000
Dutch Choc. Skim	1/2 Gal.	.3542 *		.3680 *
HALF & HALF	Pt.	.2891 *		.2960 *
" "	Qt.	.5712 *		.5850 *
WHIPPING CREAM	½ Pt.	.2961 *		.3030 *
SOUR CREAM	16 oz.	.4767 *		.4905 *
" "	8 oz.	.2436 *		.2505 *
SOUR CREAM DIP	8 oz.	.2856 *		.2925 *
YOGURT	8 oz.	.2030 *		.2030
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3416 *		.3485 *
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651		.2651
"	Qt	.1525		.1525
XXXXXXX	½ Gal.			
Coffee Wake-Up	Pt.	.2143		.2143

3602

3545-

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

174

OMPANY

ACIFIC TEA COMPANY
T AREAS

Price Change No. 34

Effective August 1, 1966

ge, obart, iting			Zone 4 (4.72) McHenry, Crystal Lake Fox Lake, Woodstock, Zion, Antioch Wauconda Aurora	
			.6998	
			.3674	
			.1977	
			.7348	
			.3464	
			.1907	
			.3464	
			.3674	
			.1977	
			.0626	
			.2362	
			.1000	
			.3464	
			.2852	
			.5634	
			.2922	
			.4689	
			.2397	
			.2817	
			.2030	
			.3377	
(except City of Chicago)			.2651	
			.1525	
			.2143	

3603-A

3604

M. O. 2 Rev. (10-63)

Price List of Borden Label

THE BORDEN

PRICES TO THE GREAT ATLANTIC
CHICAGO CALUM

AREA NO. 1 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1 (4.90) All Stores Except as noted		Zone 1 (5.22) Chesterton East Chica Gary, Por Hammond Munster,
HOMO V.D. MILK	Gal.	.7154		.7430
" " "	½ Gal	.3752		.3890
" " "	Qt.	.2016		.2085
" " " Paper	Gal.	.7504		.7780
GAIL BORDEN	½ Gal			
2% Skim Glass	Gal.	.6734		.7010
GOLD-N-DEL 2%	½ Gal.	.3542		.3680
FORTIFIED SKIM	Qt.	.1946		.2015
" "	1/2 Gal.	.3542		.3680
BUTTERMILK	½ Gal	.3752		.3890
"	Qt.	.2016		.2085
Dutch Choc. Milk	1/2 Pts.	.0635		.0653
DUTCH CHOCOLATE MILK	Qt.	.2401		.2470
XXXXXXXX SHAKE	½ Pt	.1000		.1000
Dutch Choc. Skim	1/2 Gal	.3542		.3630
HALF & HALF	Pt.	.2891		.2960
" "	Qt.	.5712		.5850
WHIPPING CREAM	½ Pt.	.2961		.3030
SOUR CREAM	16 oz.	.4767		.4905
" "	8 oz.	.2436		.2505
SOUR CREAM DIP	8 oz.	.2856		.2925
YOGURT	8 oz.	.2030		.2030
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3416		.3485
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651		.2651
"	Qt	.1525		.1525
XXXXXXX	½ Gal.			
Cofiee Wake-Up	Pt.	.2143		.2143

* Asterisk denotes price change.
· Asterisks denotes new authorization.

3546

Bottle Deposits:

Gallons ½ Gallons Quarts

174

COMPANY

PACIFIC TEA COMPANY
T AREA

Price Change No 35

Effective August 8, 1966

Zone 4
(4.97)

. go tago, Hobart, Whiting			McHenry, Crystal Lake Fox Lake, Woodstock, Zion, Antioch, Wauconda Aurora	
			.7214 *	
			.3782 *	
			.2031 *	
			.7564 *	
			.6794 *	
			.3572 *	
			.1961 *	
			.3572 *	
			.3782 *	
			.2031 *	
			.0639 *	
			.2416 *	
			.1000	
			.3572 *	
			.2906 *	
			.5742 *	
			.2976 *	
			.4797 *	
			.2451 *	
			.2871 * .2030	
			.3431 *	
	(except City of Chicago)		.2651	
	" " "		.1525	
			.2143	

3604-A

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

Price List of **Borden Label**

PRICES TO THE GREAT ATLANTIC &
CHICAGO CALUME

AREA NO. 1 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1 (4.90) All Stores Except as noted		Zone 1 (5.22) Chesterton, East Chicag Gary, Port Hammond, Munster, W
HOMO V D. MILK	Gal	.7154		.7430
" " "	½ Gal	.3752		.3890
" " "	Qt.	.2016		.2085
" " " Paper	Gal.	.7504		.7780
GAIL BORDEN	½ Gal			
2% Skim Glass	Gal.	.6734		.7010
GOLD-N-DEL	½ Gal.	.3542		.3680
FORTIFIED SKIM	Qt	.1946		.2015
" "	1/2 Gal.	.3542		.3680
BUTTERMILK	½ Gal	.3752		.3890
"	Qt.	.2016		.2085
Dutch Choc. Milk	1/2 Pts.	.0635		.0653
DUTCH CHOCOLATE MILK	Qt.	.2401		.2470
XXXXXXXX SHAKE	½ Pt	.1000		.1000
Dutch Choc. Skim	1/2 Gal	.3542		.3680
HALF & HALF	Pt	.2891		.2960
" "	Qt.	.5712		.5850
WHIPPING CREAM	½ Pt	.2961		.3030
SOUR CREAM	16 oz.	.4767		.4905
" "	8 oz.	.2436		.2505
SOUR CREAM DIP	8 oz.	.2856		.2925
YOGURT	8 oz	.2030		.2030
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3416		.3485
EGG NOG	Qt.			
ORANGE	½ Gal	.2651		.2651
"	Qt	.1525		.1525
XXXXXXX	½ Gal.			
Cofiee Wake-Up	Pt.	.2143		.2143

3605

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ½ Gallons Quarts

3547

OMPANY

PACIFIC TEA COMPANY
T AREA

Price Change No 35

Effective August 3, 1966

Zone 4
(4.97)

o ago, Hobart, Whiting			McHenry, Crystal Lake, Fox Lake, Woodstock, Zion, Antioch, Wauconda Aurora	
			.7214 *	
			.3782 *	
			.2031 *	
			.7564 *	
			.6794 *	
			.3572 *	
			.1961 *	
			.3572 *	
			.3782 *	
			.2031 *	
			.0639 *	
			.2416 *	
			.1000	
			.3572 *	
			.2906 *	
			.5742 *	
			.2976 *	
			.4797 *	
			.2451 *	
			.2871 *	
			.2030	
			.3431 *	
	(except City of Chicago)		.2651	
	" " "		.1525	
			.2143	

THE BORDEN [illegible]PANY — CHICAGO METROPOLITAN REGION

3605-A

M. O. 2 Rev. (10-60)

THE BORDEN

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC
CHICAGO CALUMET

AREA NO. 1 SUPPLEMENT

3606

MILK

PRODUCTS	SIZE			
HOMO V.D. MILK	Gal			
" " "	½ Gal.			
" " "	Qt.			
" " " Paper	Gal.			
GAIL BORDEN	½ Gal			
2% Skim Glass	Gal.			
~~xxxxxxxx~~ 2% Skim	½ Gal			
FORTIFIED SKIM	Qt.			
" "	1/2Gal.			
BUTTERMILK	½ Gal			
"	Qt.			
Dutch Choc. Milk	1/2 Pts.			
DUTCH CHOCOLATE MILK	Qt.			
~~xxxxxxxxxx~~ SHAKE	½ Pt			
Dutch Choc. Skim	1/2 Gal.			
HALF & HALF	Pt.			
" "	Qt.			
WHIPPING CREAM	½ Pt.			
SOUR CREAM	16 oz.			
" "	8 oz.			
SOUR CREAM DIP	8 oz.			
YOGURT	8 oz.			
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.			
EGG NOG	Qt.			
ORANGE	½ Gal.			
"	Qt.			
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pt.			

3544

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ______ ½ Gallons ______ Quarts ______

PACIFIC TEA COMPANY
T AREA

Price Change No 36

Effective September 12, 1966

			Zone 4 (5.18) McHenry Crystal Lake Fox Lake, Woodstock Zion, Antioch, Wauconda Aurora	
			.7398 *	
			.3874 *	
			.2077 *	
			.7748 *	
			.6978 *	
			.3664 *	
			.2007 *	
			.3664 *	
			.3874 *	
			.2077 *	
			.0651 *	
			.2462 *	
			.1025 *	
			.3664 *	
			.2952 *	
			.5834 *	
			.3022 *	
			.4889 *	
			.2497 *	
			.2917 *	
			.2050 *	
			.3477 *	
			.2651	
			.1525	
			.2143	

2606-A

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

THE BORDEN COM

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC & PACI

CHICAGO CALUMET AR

AREA NO. 1 SUPPLEMENT

MILK

PRODUCTS	SIZE			
HOMO V.D. MILK	Gal.			
" " "	½ Gal.			
" " "	Qt.			
" " " Paper	Gal.			
GAIL BORDEN	½ Gal			
2% Skim Glass	Gal.			
~~XXXXXXXX~~ [illegible] Skim	½ Gal.			
FORTIFIED SKIM	Qt.			
" "	1/2Gal.			
BUTTERMILK	½ Gal			
"	Qt			
Dutch Choc. Milk	1/2 Pts.			
DUTCH CHOCOLATE MILK	Qt.			
~~XXXXXXXXX~~ SHAKE	½ Pt			
Dutch Choc. Skim	1/2 Gal.			
HALF & HALF	Pt.			
" "	Qt.			
WHIPPING CREAM	½ Pt.			
SOUR CREAM	16 oz.			
" "	8 oz.			
SOUR CREAM DIP	8 oz.			
YOGURT	8 oz.			
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.			
EGG NOG	Qt.			
ORANGE	½ Gal.			
"	Qt			
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pt.			

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ______ ½ Gallons ______ Quarts ______

3607

3549

PANY 178

IC TEA COMPANY
CA

Price Change No. 36

Effective September 12, 1966

Zone 4
(5.18)

		McHenry Crystal Lake Fox Lake, Woodstock Zion, Antioch, Wauconda Aurora	
		.7398 *	
		.3874 *	
		.2077 *	
		.7748 *	
		.6978 *	
		.3664 *	
		.2007 *	
		.3664 *	
		.3874 *	
		.2077 *	
		.0651 *	
		.2462 *	
		.1025 *	
		.3664 *	
		.2952 *	
		.5834 *	
		.3022 *	
		.4889 *	
		.2497 *	
		.2917 *	
		.2050 *	
		.3477 *	
		.2651	
		.1525	
		.2143	

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3607-A

THE BORDEN

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC
CHICAGO CAL

AREA NO. 1 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1 (5.22) All Stores Except as noted		Zone 1 (5.22) Chestert East Chi Gary, P Hammon Munster,
HOMO V.D. MILK	Gal.	.7430 *		.7430
" " "	½ Gal.	.3890 *		.3890
" " "	Qt.	.2085 *		.2085
" " " Paper	Gal.	.7780 *		.7780
GAIL BORDEN	½ Gal.			
2% Skim, Glass		.7010 *		.7010
GOLD-N-DEL 2	½ Gal.	.3680 *		.3680
FORTIFIED SKIM	Qt.	.2015 *		.2015
" "	1/2 Gal.	.3680 *		.3680
BUTTERMILK	½ Gal.	.3890 *		.3890
"	Qt.	.2085 *		.2085
Dutch Choc, Milk	1/2Pts.	.0653 *		.0653
DUTCH CHOCOLATE MILK	Qt.	.2470 *		.2470
[illegible] SHAKE	½ Pt	.1000 *		.1000
Dutch Choc. Skim		.3680 *		.3680
HALF & HALF	Pt.	.2960 *		.2960
" "	Qt.	.5850 *		.5850
WHIPPING CREAM	½ Pt.	.3030 *		.3030
SOUR CREAM	16 oz.	.4905 *		.4905
" "	8 oz.	.2505 *		.2505
SOUR CREAM DIP	8 oz.	.2925 *		.2925
YOGURT	8 oz.	.2030 *		.2030
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3485 *		.3485
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143		.2143

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts ____

3608

COMPANY

& PACIFIC TEA COMPANY
UMET AREA

Price Change No. 37

Effective September 19, 1966
Zone 4
(5.18)

on cago ortage, d, Hobart, Whiting			McHenry Crystal Lake Fox Lake, Woodstock Zion, Antioch, Wauconda, Aurora	
			.7398	
			.3874	
			.2077	
			.7748	
			.6978	
			.3664	
			.2007	
			.3664	
			.3874	
			.2077	
			.0651	
			.2462	
			.1025	
			.3664	
			.2952	
			.5834	
			.3022	
			.4889	
			.2497	
			.2917	
			.2050	
			.3477	
			.2651	
			.1525	
			.2143	

3608-H

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

J. G. Tarr

Price List of Borden Label THE BORDEN C

AREA NO. 1 SUPPLEMENT Zone 1 (5.22)

PRICES TO THE GREAT ATLANTIC &

CHICAGO CALU

MILK PRODUCTS	SIZE	Zone 1 (5.22) All Stores Except as Noted		Zone 1 (5.52) Chesterton East Chica Gary, Porta Hammond, Munster, W
HOMO V.D. MILK	Gal.	.7430 *		.7694 *
" " "	½ Gal.	.3890 *		.4022 *
" " "	Qt.	.2085 *		.2151 *
" " " Paper	Gal.	.7780 *		.8044 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass		.7010 *		.7274 *
GOLD-N-DEL 2	½ Gal.	.3680 *		.3812 *
FORTIFIED SKIM	Qt.	.2015 *		.2081 *
" "	1/2 Gal.	.3680 *		.3812 *
BUTTERMILK	½ Gal.	.3890 *		.4022 *
"	Qt.	.2035 *		.2151 *
Dutch Choc. Milk	1/2 Pts.	.0653 *		.0669 *
DUTCH CHOCOLATE MILK	Qt.	.2470 *		.2536 *
~~[illegible]~~ SHAKE	½ Pt.	.1025 *		.1025 *
Dutch Choc. Skim		.3680 *		.3812 *
HALF & HALF	Pt.	.2960 *		.3026 *
" "	Qt.	.5850 *		.5982 *
WHIPPING CREAM	½ Pt.	.3030 *		.3096 *
SOUR CREAM	16 oz.	.4905 *		.5037 *
" "	8 oz.	.2505 *		.2571 *
SOUR CREAM DIP	8 oz.	.2925 *		.2991 *
YOGURT	8 oz.	.2050 *		.2050 *
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3485 *		.3551 *
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143		.2143

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts ____

3609

3551

OMPANY

ACIFIC TEA COMPANY
MET AREA

Price Change No. 38

Effective September 19, 1966

Zone 4
(5.18)

go, ge, Hobart, hiting		McHenry Crystal Lake Fox Lake Woodstock, Zion, Antioch, Wauconda, Aurora	
		.7398	
		.3874	
		.2077	
		.7748	
		.6978	
		.3664	
		.2007	
		.3664	
		.3874	
		.2077	
		.0851	
		.2462	
		.1025	
		.3664	
		.2952	
		.5834	
		.6022	
		.4889	
		.2497	
		.2917	
		.2050	
		.3477	
		.2651	
		.1525	
		.2143	

3609-A

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

M. O. 2 Rev. (10-60)

THE BORDEN CO

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC & PA
CHICAGO CALUM

AREA NO. 1 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1 (5.22) All Stores Except as Noted		Zone 1 (5.52) Chesterton East Chicag Gary, Portag Hammond, H Munster, Wh
HOMO V.D. MILK	Gal.	.7430 *		.7694 *
" " "	½ Gal.	.3890 *		.4022 *
" " "	Qt.	.2085 *		.2151 *
" " " Paper	Gal.	.7780 *		.8044 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass		.7010 *		.7274 *
GOLD-N-DEL 2%	½ Gal.	.3680 *		.3812 *
FORTIFIED SKIM	Qt.	.2015 *		.2081 *
" "	1/2 Gal.	.3680 *		.3812 *
BUTTERMILK	½ Gal.	.3890 *		.4022 *
"	Qt.	.2085 *		.2151 *
Dutch Choc. Milk	1/2 Pts.	.0653 *		.0669 *
DUTCH CHOCOLATE MILK	Qt.	.2470 *		.2536 *
xxxxxxxx SHAKE	½ Pt	.1025 *		.1025 *
Dutch Choc. Skim		.3680 *		.3812 *
HALF & HALF	Pt.	.2960 *		.3026 *
" "	Qt.	.5850 *		.5982 *
WHIPPING CREAM	½ Pt.	.3030 *		.3096 *
SOUR CREAM	16 oz.	.4905 *		.5037 *
" "	8 oz.	.2505 *		.2571 *
SOUR CREAM DIP	8 oz.	.2925 *		.2991 *
YOGURT	8 oz.	.2050 *		.2050 *
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3485 *		.3551 *
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143		.2143

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ½ Gallons Quarts

3610

3552

MPANY

Price Change No. 38

CIFIC TEA COMPANY
ET AREA

Effective September 19, 1966
Zone 4
(5.18)

, e, obart, ting		McHenry Crystal Lake Fox Lake, Woodstock, Zion, Antioch, Wauconda, Aurora	
		.7398	
		.3874	
		.2077	
		.7748	
		.6978	
		.3664	
		.2007	
		.3664	
		.3874	
		.2077	
		.0651	
		.2462	
		.1025	
		.3664	
		.2952	
		.5834	
		.3022	
		.4889	
		.2497	
		.2917	
		.2050	
		.3477	
		.2651	
		.1525	
		.2143	

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3610-A

Price List of Borden Label

THE BORDEN C

PRICES TO THE GREAT ATLANTIC &
CHICAGO CALUMET A

AREA NO. 1 SUPPLEMENT

MILK

PRODUCTS	SIZE			
HOMO V.D. MILK	Gal.			
" " "	½ Gal.			
" " "	Qt.			
" " " Paper	Gal.			
GAIL BORDEN	½ Gal.			
2% Skim, Glass	Gal.			
GOLD-N-DEL 2%	½ Gal.			
FORTIFIED SKIM	Qt			
" "	1/2 Gal.			
BUTTERMILK	½ Gal.			
"	Qt.			
Dutch Choc. Milk	1/2 Pts.			
DUTCH CHOCOLATE MILK	Qt.			
XXXXXXXF SHAKE	½ Pt			
Dutch Choc. Skim	1/2 Gal.			
HALF & HALF	Pt.			
" "	Qt.			
WHIPPING CREAM	½ Pt.			
SOUR CREAM	16 oz.			
" "	8 oz.			
SOUR CREAM DIP	8 oz.			
YOGURT	8 oz.			
TRIFLE WHIP	[illegible] oz.			
Sr. Half & Half	Pt.			
EGG NOG	Qt.			
ORANGE	½ Gal.			
"	Qt.			
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up				

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ___ ½ Gallons ___ Quarts ___

3/11

3553

OMPANY 182

PACIFIC TEA COMPANY
REA

Price Change No 39

Effective October 10, 1966

			Zone 4 (5.26) McHenry Crystal Lake Fox Lake, Woodstock Zion, Antioch Wauconda, Aurora	
			.7470 *	
			.3910 *	
			.2095 *	
			.7820 *	
			.7050 *	
			.3700 *	
			.2025 *	
			.3700 *	
			.3910 *	
			.2095 *	
			.0655 *	
			.2480 *	
			.1025	
			.3700 *	
			.2970 *	
			.5870 *	
			.3040 *	
			.4925 *	
			.2515 *	
			.2935 *	
			.2050	
			.3495 *	
			.2651	
			.1525	
			.2143	

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3611-A

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC & PAC
CHICAGO CALUMET AREA

AREA NO. 1 SUPPLEMENT

3612

MILK PRODUCTS	SIZE	Zone 1 Ill. (5.22) All Stores Except as Noted		Zone 1 Ind. (5.40) Chesterton East Chicago, Gary, Portag Hammond, H Munster, Whi
HOMO V.D. MILK	Gal.	.7430		.7590 *
" " "	½ Gal.	.3890		.3970 *
" " "	Qt.	.2085		.2125 *
" " " Paper	Gal.	.7780		.7940 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass	Gal.	.7010		.7170 *
GOLD-N-DEL 2%	½ Gal.	.3680		.3760 *
FORTIFIED SKIM	Qt.	.2015		.2075 *
" "	1/2 Gal.	.3680		.3760 *
BUTTERMILK	½ Gal.	.3890		.3970 *
"	Qt.	.2085		.2125 *
Dutch Choc. Milk	1/2 Pts.	.0653		.0664 *
DUTCH CHOCOLATE MILK	Qt.	.2470		.2510 *
xxxxxxxxxx SHAKE	½ Pt.	.1025		.1025
Dutch Choc. Skim	1/2 Gal.	.3680		.3760 *
HALF & HALF	Pt.	.2960		.3000 *
" "	Qt.	.5850		.5930 *
WHIPPING CREAM	½ Pt.	.3030		.3070 *
SOUR CREAM	16 oz.	.4905		.4985 *
" "	8 oz.	.2505		.2545 *
SOUR CREAM DIP	8 oz.	.2925		.2965 *
YOGURT	8 oz.	.2050		.2050
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3485		.3525 *
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143		.2143

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ___ ½ Gallons ___ Quarts ___

3554

IC & PACIFIC TEA COMPANY
T AREA
} Ind.
0)

Price Change No. 39

Effective October 10, 1966

ton icago, Portage, ond, Hobart, r, Whiting			Zone 4 (5.26) McHenry Crystal Lake Fox Lake, Woodstock Zion, Antioch Wauconda, Aurora	
0 *			.7470 *	
0 *			.3910 *	
5 *			.2095 *	
0 *			.7820 *	
0 *			.7050 *	
0 *			.3700 *	
5 *			.2025 *	
0 *			.3700 *	
0 *			.3910 *	
5 *			.2095 *	
4 *			.0655 *	
0 *			.2480 *	
5			.1025	
0 *			.3700 *	
0 *			.2970 *	
0 *			.5870	
0 *			.3040 *	
5 *			.4925 *	
5 *			.2515 *	
5 *			.2935 *	
0			.2050	
5 *			.3495 *	
1			.2651	
5			.1525	
3			.2143	

THE BORDEN COMPANY.— CHICAGO METROPOLITAN REGION

J. G. Tam

3612-A

THE BORDEN C

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC &

CHICAGO CALUMET A

AREA NO. 1 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1 Ill. (5.22) All Stores Except as Noted		Zone 1 (5.30) Chesterton East Chica Gary, Port Hammond, Munster, V
HOMO V.D. MILK	Gal.	.7430		.7590 *
" " "	½ Gal.	.3890		.3970 *
" " "	Qt.	.2085		.2125 *
" " " Paper	Gal.	.7780		.7940 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass	Gal.	.7010		.7170 *
GOLD-N-DEL 2%	½ Gal.	.3680		.3760 *
FORTIFIED SKIM	Qt.	.2015		.2055 *
" "	1/2 Gal.	.3680		.3760 *
BUTTERMILK	½ Gal.	.3390		.3970 *
"	Qt.	.2085		.2125 *
Dutch Choc. Milk	1/2 Pts.	.0653		.0664 *
DUTCH CHOCOLATE MILK	Qt.	.2470		.2510 *
XXXXXXXE SHAKE	½ Pt	.1025		.1025
Dutch Choc. Skim	1/2 Gal.	.3680		.3760 *
HALF & HALF	Pt.	.2960		.3000 *
" "	Qt.	.5350		.5930 *
WHIPPING CREAM	½ Pt.	.3030		.3070 *
SOUR CREAM	16 oz.	.4905		.4985 *
" "	8 oz.	.2505		.2545 *
SOUR CREAM DIP	8 oz.	.2925		.2965 *
YOGURT	8 oz.	.2050		.2050
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3485		.3525 *
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143		.2143

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts

3613

3555-1

184

COMPANY

Corrected Copy

Price Change No. 39

PACIFIC TEA COMPANY
REA
Ind.

Effective October 10, 1966

go, age, Hobart, Whiting			Zone 4 (5.26) McHenry Crystal Lake Fox Lake, Woodstock Zion, Antioch Wauconda, Aurora	
			.7470 *	
			.3910 *	
			.2095 *	
			.7820 *	
			.7050 *	
			.3700 *	
			.2025 *	
			.3700 *	
			.3910 *	
			.2095 *	
			.0655 *	
			.2480 *	
			.1025	
			.3700 *	
			.2970 *	
			.5870 *	
			.3040 *	
			.4925 *	
			.2515 *	
			.2935 *	
			.2050	
			.3495 *	
			.2651	
			.1525	
			.2143	

3613-A

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

Price List of **Borden Label**

PRICES TO THE GREAT ATLANTIC &
CHICAGO CALUMET A

AREA NO. 1 SUPPLEMENT Zone III. (5,268) Zone 1 I
(5,448)

3614

MILK PRODUCTS	SIZE	All Stores Except as Noted		Chesterton, East Chicag Gary, Porta Hammond, Munster, Wh
HOMO V.D. MILK	Gal.	.7470 *		.7630 *
" " "	½ Gal.	.3910 *		.3990 *
" " "	Qt.	.2095 *		.2135 *
" " " Paper	Gal.	.7320 *		.7980 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass	Gal.	.7050 *		.7210 *
GOLD-N-DEL 2	½ Gal.	.3700 *		.3780 *
FORTIFIED SKIM	Qt.	.2025 *		.2065 *
" "	1/2 Gal.	.3700 *		.3780 *
BUTTERMILK	½ Gal.	.3910 *		.3990 *
"	Qt.	.2095 *		.2135 *
Dutch Choc. Milk	1/2 Pts.	.0655 *		.0666 *
DUTCH CHOCOLATE MILK	Qt.	.2480 *		.2520 *
XXXXXXXX SHAKE	½ Pt.	.1025		.1025
Dutch Choc. Skim	1/2 Gal.	.3700 *		.3780 *
HALF & HALF	Pt.	.2970 *		.3010 *
" "	Qt.	.5870 *		.5950 *
WHIPPING CREAM	½ Pt.	.3040 *		.3030 *
SOUR CREAM	16 oz.	.4925 *		.5005 *
" "	8 oz.	.2515 *		.2555 *
SOUR CREAM DIP	8 oz.	.2935 *		.2975 *
YOGURT	8 oz.	.2050		.2050
TRIPLE WHIP	5 oz.			
Sr. Half & Half	Pt.	.3495 *		.3535 *
EGG NOG	Qt.			
ORANGE	½ Gal.	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143		.2143

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits:

Gallons____ ½ Gallons____ Quarts____

2556

Price Change No. 10

ACIFIC TEA COMPANY
REA
d.

Effective October 24, 1966

o, go, Hobart, iting		Zone 4 (5.308) McHenry, Crystal Lake, Fox Lake, Woodstock, Zion, Antioch Wauconda, Aurora		
		.7510 *		
		.3930 *		
		.2105 *		
		.7360 *		
		.7090 *		
		.3720 *		
		.2035 *		
		.3720 *		
		.3930 *		
		.2105 *		
		.0657 *		
		.2490 *		
		.1025		
		.3720 *		
		.2980 *		
		.5890 *		
		.3050 *		
		.4945 *		
		.2525 *		
		.2945 *		
		.2050		
		.3505 *		
		.2651		
		.1525		
		.2143		

3614-A

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

THE BORDEN C

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC &
CHICAGO CALUMET A

AREA NO 1 SUPPLEMENT Zone III. (5.268) Zone I (5.448)

MILK PRODUCTS	SIZE	All Stores Except as Noted		Chesterton East Chic Gary, Por Hammond, Munster,
HOMO V.D. MILK	Gal.	.7470		.7630
" " "	½ Gal.	.3910		.3990
" " "	Qt.	.2095		.2135
" " " Paper	Gal.	.7820		.7980
GAIL BORDEN	½ Gal.			
2% Skim, Glass	Gal.	.7050		.7210
GOLD-N-DEL 2%	½ Gal.	.3700		.3730
FORTIFIED SKIM	Qt.	.2025		.2065
" "	1/2 Gal.	.3700		.3730
BUTTERMILK	½ Gal.	.3910		.3990
"	Qt.	.2095		.2135
Dutch Choc. Milk	1/2 Pts.	.0655		.0666
DUTCH CHOCOLATE MILK	Qt.	.2480		.2520
XXXXXXXF SHAKE	½ Pt	.1025		.1025
Dutch Choc. Skim	1/2 Gal	.3700		.3780
HALF & HALF	Pt.	.2970		.3010
" "	Qt.	.5870		.5950
WHIPPING CREAM	½ Pt.	.3040		.3080
SOUR CREAM	16 oz.	.4925		.5005
" "	8 oz.	.2515		.2555
SOUR CREAM DIP	8 oz.	.2935		.2975
YOGURT	8 oz	.2050		.2050
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3495		.3535
EGG NOG	Qt.	.4270 **		.4770
ORANGE	½ Gal.	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143		.2143

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ___ ½ Gallons ___ Quarts ___

3615

3557

OMPANY

186

Price Change No. 41

PACIFIC TEA COMPANY
AREA
Ind.

Effective November 14 1966

Zone 4
(5.228)

ago, age, Hobart, Whiting		McHenry, Crystal Lake, Fox Lake, Woodstock, Zion, Antioch, Wauconda, Aurora		
		.7433 *		
		.3394 *		
		.2087 *		
		.7783 *		
		.7018 *		
		.3684 *		
		.2017 *		
		.3634 *		
		.3394 *		
		.2037 *		
		.0653 *		
		.2472 *		
		.1025		
		.3684 *		
		.2962 *		
		.5854 *		
		.3032 *		
		.4909 *		
		.2507 *		
		.2927 *		
		.2050		
		.3487 *		
**		.4270 **		
		.2651		
		.1525		
		.2143		

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3615-A

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC & PAC
CHICAGO CALUMET AR

AREA NO. 1 SUPPLEMENT Zone 1 Ill. (5.22) Zone 1 Ind. (5.40)

MILK PRODUCTS	SIZE	All Stores Except as Noted		Chesterton, East Chicago, Gary, Portage, Hammond, Ho Munster, Whi
HOMO V.D. MILK	Gal.	.7430 *		.7590 *
" " "	½ Gal.	.3890 *		.3970 *
" " "	Qt.	.2085 *		.2125 *
" " " Paper	Gal.	.7780 *		.7940 *
GAIL BORDEN	½ Gal.			
% Skim. Glass		.7010 *		.7170 *
GOLD-N-DEL 2%	½ Gal.	.3680 *		.3760 *
FORTIFIED SKIM	Qt.	.2015 *		.2055 *
	1/2 Gal.	.3680 *		.3760 *
BUTTERMILK	½ Gal.	.3890 *		.3970 *
"	Qt.	.2085 *		.2125 *
utch Choc. Milk	1/2 Pts.	.0653 *		.066[illegible] *
DUTCH CHOCOLATE MILK	Qt.	.2470 *		.2510 *
[illegible] SHAKE	½ Pt.	.1025		.1025
utch Choc. Skim	1/2 Gal.	.3680 *		.3760 *
HALF & HALF	Pt.	.2960 *		.3000 *
" "	Qt.	.5850 *		.5930 *
WHIPPING CREAM	½ Pt.	.3030 *		.3070 *
SOUR CREAM	16 oz.	.4905 *		.4985 *
" "	8 oz.	.2505 *		.2545 *
SOUR CREAM DIP	8 oz.	.2925 *		.2965 *
YOGURT	8 oz.	.2050		.2050
TRIPLE WHIP	8 oz.			
. Half & Half	Pt.	.3485 *		.3525 *
EGG NOG	Qt.	.4270		.4770
Nog Flv. LowFat	1/2 Gal.	.6930 **		.6930 **
ORANGE	½ Gal.	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
offee Wake-Up		.2143		.2143

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits:

Gallons_____ ½ Gallons_____ Quarts_____

3616

FIC TEA COMPANY
CA

Price Change No. 42

Effective November 21, 1966

art ing	Zone 4 (5.18) McHenry, Crystal Lake, Fox Lake, Woodstock, Zion, Antioch, Wauconda, Aurora
	.7398 *
	.3874 *
	.2077 *
	.7748 *
	.6978 *
	.3664 *
	.2007 *
	.3664 *
	.3874 *
	.2077 *
	.0651 *
	.2462 *
	.1025
	.3664 *
	.2952 *
	.5834 *
	.3022 *
	.4889 *
	.2497 *
	.2917 *
	.2050
	.3477 *
	.4270
	.6930 **
	.2651
	.1525
	.2143

3616-A

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

PRICES TO THE GREAT ATLANTIC & PACIFIC
CHICAGO CALUMET AREA

AREA NO. 1 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1 Ill. (5.22) All Stores Except as Noted		Zone 1 Ind. (5.40) Chesterton, East Chicago, Gary, Portage, Hammond, Hobart Munster, Whiting
HOMO V.D. MILK	Gal.	.7430 *		.7590 *
" " "	½ Gal.	.3890 *		.3970 *
" " "	Qt.	.2085 *		.2125 *
" " " Paper	Gal.	.7780 *		.7940 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass		.7010 *		.7170 *
GOLD-N-DEL 2%	½ Gal.	.3680 *		.3760 *
FORTIFIED SKIM	Qt.	.2015 *		.2055 *
	1/2 Gal.	.3680 *		.3760 *
BUTTERMILK	½ Gal.	.3890 *		.3970 *
"	Qt.	.2085 *		.2125 *
Dutch Choc. Milk	1/2 Pts.	.0653 *		.0664 *
DUTCH CHOCOLATE MILK	Qt.	.2470 *		.2510 *
CHOCOLATE SHAKE	½ Pt.	.1025		.1025
Dutch Choc. Skim	1/2 Gal.	.3680 *		.3760 *
HALF & HALF	Pt.	.2960 *		.3000 *
" "	Qt.	.5850 *		.5930 *
WHIPPING CREAM	½ Pt.	.3030 *		.3070 *
SOUR CREAM	16 oz.	.4905 *		.4985 *
" "	8 oz.	.2505 *		.2545 *
SOUR CREAM DIP	8 oz.	.2925 *		.2965 *
YOGURT	8 oz.	.2050		.2050
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3185 *		.3525 *
EGG NOG	Qt.	.4270		.4770
EggNog Flv. LowFat	1/2 Gal.	.6930 **		.6930 **
ORANGE	½ Gal.	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143		.2143

* Asterisk denotes price change.
** Asterisks denotes new authorization.
Bottle Deposits:

Gallons____ ½ Gallons____ Quarts____

3617

ANY

TEA COMPANY

Price Change No. 42

Effective November 21, 1966

Zone 4 (5.18) McHenry, Crystal Lake, Fox Lake, Woodstock, Zion, Antioch, Wauconda, Aurora		
.7398 *		
.3874 *		
.2077 *		
.7748 *		
.6978 *		
.3664 *		
.2007 *		
.3664 *		
.3874 *		
.2077 *		
.0651 *		
.2462 *		
.1025		
.3664 *		
.2952 *		
.5834 *		
.3022 *		
.4889 *		
.2497 *		
.2917 *		
.2050		
.3477 *		
.4270		
.6930 **		
.2651		
.1525		
.2143		

3617-A

3618

Price List of Borden Label

THE BORDEN CO

PRICES TO THE GREAT ATLANTIC & PA
CHICAGO CALUMET AR

AREA NO. 1 SUPPLEMENT Zone 1 Ill. (5-22) Zone 1 Ind. (5-22)

MILK PRODUCTS	SIZE	All Stores Except as Noted		Chesterton, East Chicago Gary, Portag Hammond, H Munster, Wh
HOMO V.D. MILK	Gal.	.7430		.7430 *
" " "	½ Gal.	.3890		.3890 *
" " "	Qt.	.2085		.2085 *
" " " Paper	Gal.	.7780		.7780 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass		.7010		.7010 *
GOLD-N-DEL 2%	½ Gal.	.3680		.3680 *
FORTIFIED SKIM	Qt.	.2015		.2015 *
" "		.3680		.3680 *
BUTTERMILK	½ Gal.	.3890		.3890 *
"	Qt.	.2085		.2085 *
Dutch Choc. Milk	1/2 Pts.	.0653		.0653 *
DUTCH CHOCOLATE MILK	Qt.	.2470		.2470 *
xxxxxxxx SHAKE	½ Pt	.1025		.1025
Dutch Choc. Skim	1/2 Gal.	.3680		.3680 *
HALF & HALF	Pt.	.2960		.2960 *
" "	Qt.	.5850		.5850 *
WHIPPING CREAM	½ Pt.	.3030		.3030 *
SOUR CREAM	16 oz.	.4905		.4905 *
" "	8 oz.	.2505		.2505 *
SOUR CREAM DIP	8 oz.	.2925		.2925 *
YOGURT	8 oz.	.2050		.2050
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3485		.3485 *
EGG NOG	Qt.	.4270		.4770
EggNog Flv. LowFat	1/2 Gal	.6930		.6930
ORANGE	½ Gal	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143		.2143

* Asterisk denotes price change.
** Asterisks denotes new authorization.

3560

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts ____

185

MPANY

CIFIC TEA COMPANY
EA

Price Change No. 43

Effective December 12, 196

, bart, ing	Zone 4 (5.02) McHenry Crystal Lake, Fox Lake, Woodstock, Zion, Antioch, Wauconda, Aurora		
	.7258 *		
	.3804 *		
	.2042 *		
	.7608 *		
	.6838 *		
	.3594 *		
	.1972 *		
	.3594 *		
	.3304 *		
	.2042 *		
	.0643 *		
	.2427 *		
	.1025		
	.3594 *		
	.2917 *		
	.5764 *		
	.2987 *		
	.4819 *		
	.2462 *		
	.2882 *		
	2050		
	.3442 *		
	.4270		
	.6930		
	.2651		
	.1525		
	.2143		

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3618-A

Price List of Borden Label

THE BORDEN CO

PRICES TO THE GREAT ATLANTIC & PACI
CHICAGO CALUMET ARE

AREA NO. 1 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1 Ill. (5.22) All Stores Except as Noted		Zone 1 Ind. (5.22) Chesterton, East Chicago, Gary, Portage, Hammond, Ho Munster, Whi
HOMO V.D. MILK	Gal.	.7430		.7430 *
" " "	½ Gal.	.3890		.3890 *
" " "	Qt.	.2085		.2085 *
" " " Paper	Gal.	.7780		.7780 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass		.7010		.7010 *
GOLD-N-DEL 2%	½ Gal.	.3680		.3680 *
FORTIFIED SKIM	Qt.	.2015		.2015 *
" "		.3680		.3680 *
BUTTERMILK	½ Gal.	.3890		.3890 *
"	Qt.	.2085		.2085 *
Dutch Choc. Milk	1/2 Pts	.0653		.0653 *
DUTCH CHOCOLATE MILK	Qt.	.2470		.2470 *
~~XXXXXXXX~~ SHAKE	½ Pt	.1025		.1025
Dutch Choc. Skim	1/2 Gal.	.3680		.3680 *
HALF & HALF	Pt.	.2960		.2960 *
" "	Qt.	.5850		.5850 *
WHIPPING CREAM	½ Pt.	.3030		.3030 *
SOUR CREAM	16 oz.	.4905		.4905 *
" "	8 oz.	.2505		.2505 *
SOUR CREAM DIP	8 oz.	.2925		.2925 *
YOGURT	8 oz.	.2050		.2050
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3485		.3485 *
EGG NOG	Qt	.4270		.4770
EggNog Flv. LowFat	1/2 Gal	.6930		.6930
ORANGE	½ Gal.	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143		.2143

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits:

Gallons______ ½ Gallons______ Quarts______

3619

1953

TH

PANY 190

FIC TEA COMPANY
A

Price Change No. 43

Effective December 12, 1966

	Zone 4 (5.02) McHenry Crystal Lake, Fox Lake, Woodstock, Zion, Antioch, Wauconda, Aurora		
art, ng			
	.7258 *		
	.3804 *		
	.2042 *		
	.7608 *		
	.6838 *		
	.3594 *		
	.1972 *		
	.3594 *		
	.3804 *		
	.2042 *		
	.0643 *		
	.2427 *		
	.1025		
	.3594 *		
	.2917 *		
	.5764 *		
	.2987 *		
	.4819 *		
	.2462 *		
	.2882 *		
	.2050		
	.3442 *		
	.4270		
	.6930		
	.2651		
	.1525		
	.2143		

3619-A

E BORDEN COMPANY — CHICAGO METROPOLITAN REGION

M. O. 2 Rev. (10-60)

THE BORDEN CO

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC & PAC

CHICAGO CALUMET AREA

AREA NO. 1 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1 Ill. & Ind. (4.90) All Stores Except as Noted		Zone 4 (4.71) McHenry. Crystal Lake, Fox Lake, Wo Zion, Antioch Wauconda, A
HOMO V.D. MILK	Gal.	.7154 *		.6990 *
" " "	½ Gal.	.3752 *		.3670 *
" " "	Qt.	.2016 *		.1975 *
" " " Paper	Gal.	.7504 *		.7340 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass	Gal.	.6734 *		.6570 *
[illegible] 2%	½ Gal.	.3542 *		.3460 *
FORTIFIED SKIM	Qt.	.1946 *		.1905 *
" "	1/2 Gal.	.3542 *		.3460 *
BUTTERMILK	½ Gal.	.3752 *		.3670 *
"	Qt.	.2016 *		.1975 *
utch Choc. Milk	1/2 Pts.	.0635 *		.0625 *
DUTCH CHOCOLATE MILK	Qt.	.2401 *		.2300 *
[illegible] SHAKE	½ Pt	.1025		.1025
utch Choc. Skim	1/2 Gal.	.3542 *		.3460 *
HALF & HALF	Pt.	.2891 *		.2850 *
" "	Qt.	.5712 *		.5630 *
WHIPPING CREAM	½ Pt.	.2961 *		.2920 *
SOUR CREAM	16 oz.	.4767 *		.4685 *
" "	8 oz.	.2436 *		.2395 *
SOUR CREAM DIP	8 oz.	.2856 *		.2815 *
YOGURT	8 oz.	.2050		.2050
TRIPLE WHIP	8 oz.			
. Half & Half	Pt.	.3416 *		.3375 *
EGG NOG	Qt.			
ORANGE	½ Gal	.2651		.2651
"	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
offee Wake-Up		.2143		.2143

(*) Asterisk denotes price change.

(**) Asterisks denotes new authorization.

Bottle Deposits:

Gallons 15¢ ½ Gallons ____ Quarts ____

3620

3620

PANY

FIC TEA COMPANY

Price Change No. 44 44

Effective March 13, 1967

MARCH 13, 1967

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ora

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

[illegible] Ref. [illegible]

Price List of Borden Label

THE BORDEN CO

PRICES TO THE GREAT ATLANTIC & PAC
CHICAGO CALUMET ARE

AREA NO. ...... SUPPLEMENT ......

MILK PRODUCTS	SIZE	Zone 1 Ill. & Ind. (5.10) All Stores Except as Noted		Zone 4 (5.01) McHenry, Crystal Lake, Fox Lake, Wo Zion, Antioch, Wauconda
HOMO V.D. MILK	Gal.	.7326 *		.7250 *
" " "	½ Gal.	.3838 *		.3800 *
" " "	Qt.	.2059 *		.2040 *
" " " Paper	Gal.	.7676 *		.7600 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass	Gal.	.6906 *		.6830 *
xxxxxxxx 2%	½ Gal.	.3628 *		.3590 *
FORTIFIED SKIM	Qt.	.1989 *		.1970 *
" "	1/2 Gal.	.3628 *		.3590 *
BUTTERMILK	½ Gal.	.3838 *		.3800 *
"	Qt.	.2059 *		.2040 *
Dutch Choc. Milk	1/2 Pts.	.0637 *		.0633 *
DUTCH CHOCOLATE MILK	Qt.	.2444 *		.2425 *
xxxxxxxx SHAKE	½ Pt	.1050 *		.1050 *
Dutch Choc. Skim	1/2 Gal.	.3628 *		.3590 *
HALF & HALF	Pt.	.2934 *		.2915 *
" "	Qt.	.5798 *		.5760 *
WHIPPING CREAM	½ Pt.	.3004 *		.2985 *
SOUR CREAM	16 oz.	.4853 *		.4315 *
" "	8 oz.	.2479 *		.2460 *
SOUR CREAM DIP	8 oz	.2899 *		.2880 *
YOGURT	8 oz	.2085 *		.2085 *
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3459 *		.3440 *
EGG NOG	Qt.			
ORANGE or Lemonade	½ Gal.	.2651		.2651
" "	Qt.	.1525		.1525
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up		.2143		.2143

* Asterisk denotes price change.

** Asterisks denotes new authorization.

3621

3563

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts ____

PANY

192

FIC TEA COMPANY

A

Price Change No. 45
45

Effective May 8, 1967

MAY 8, 1967

dstock,

BEST COPY AVAILABLE

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3621

M O 2 Rev. (10-60)

Price List of Borden Label

THE BORDEN CO

PRICES TO THE GREAT ATLANTIC & PA
CHICAGO CALUMET ARE

AREA NO. 1 SUPPLEMENT Zone 1-1.1. & Ind. (5, 10) Zone 4 (5.01)

3622

MILK PRODUCTS	SIZE	All Stores Except as Noted		McHenry Crystal Lake Fox Lake, Woodstock, Zion, Antioc Wauconda.
HOMO V.D. MILK	Gal.	.7390 *		.7314 *
" " "	½ Gal.	.3870 *		.3832 *
" " "	Qt.	.2075 *		.2056 *
" " " Paper	Gal.	.7740 *		.7664 *
GAIL BORDEN	½ Gal.			
2% Skim, Glass	Gal.	.6970 *		.6894 *
XXXXXXXX 2%	½ Gal.	.3660 *		.3622 *
FORTIFIED SKIM	Qt.	.2005 *		.1986 *
" "	1/2 Gal.	.3660 *		.3622 *
BUTTERMILK	½ Gal.	.3870 *		.3832 *
"	Qt.	.2075 *		.2056 *
Dutch Choc. Milk	1/2 Pts.	.0641 *		.0637 *
DUTCH CHOCOLATE MILK	Qt.	.2460 *		.2441 *
XXXXXXXXX SHAKE	½ Pt.	.1066 *		.1066 *
Dutch Choc. Skim	1/2 Gal.	.3660 *		.3622 *
HALF & HALF	Pt.	.2950 *		.2931 *
" "	Qt.	.5830 *		.5792 *
WHIPPING CREAM	½ Pt.	.3020 *		.3001 *
SOUR CREAM	16 oz.	.4885 *		.4847 *
" "	8 oz.	.2495 *		.2476 *
SOUR CREAM DIP	8 oz.	.2915 *		.2896 *
YOGURT	8 oz.	.2101 *		.2101 *
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.	.3475 *		.3456 *
EGG NOG	Qt.			
ORANGE or Lemonade	½ Gal.	.2683 *		.2683 *
" "	Qt.	.1541 *		.1541 *
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pt.	.2159 *		.2159 *

* Asterisk denotes price change.
** Asterisks denotes new authorization.

3/5/64

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts ____

MPANY

193

CIFIC TEA COMPANY
A

46
Price Change No. 46

MAY 15, 1967
Effective May 15, 1967

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

Label

THE BORDEN COMP

PRICES TO THE GREAT ATLANTIC & PACIFIC

CHICAGO CALUMET AREA

AREA NO 1

SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 1-Ill. & Ind. (5, 10) All Stores Except as Noted		Zone 4 (5.01) McHenry Crystal Lake Fox Lake, Woodstock, Zion, Antioch, Wauconda	
OMO V.D. MILK	Gal	.7390 *		.7314 *	
" " "	½ Gal.	.3870 *		.3832 *	
" " "	Qt	.2075 *		.2056 *	
" " " Paper	Gal.	.7740		.7664 *	
AIL BORDEN	½ Gal				
Skim, Glass	Gal.	.6970 *		.6894 *	
xxxxxxL 2	½ Gal	.3660 *		.3622 *	
RTIFIED SKIM	Qt	.2005 *		.1986 *	
" "	1/2 Gal.	.3660 *		.3622 *	
TTERMILK	½ Gal	.3870 *		.3832 *	
"	Qt.	.2075 *		.2056 *	
ch Choc. Milk	1/2 Pts.	.0641 *		.0637 *	
ICH CHOCOLATE MILK	Qt	.2460 *		.2441 *	
xxxxxx SHAKE	½ Pt	.1054 *		.1054 *	
ch Choc. Skim	1/2 Gal.	.3660 *		.3622 *	
LF & HALF	Pt.	.2950 *		.2931 *	
"	Qt.	.5830 *		.5792 *	
IPPING CREAM	½ Pt.	.3020 *		.3001 *	
JR CREAM	16 oz.	.4885 *		.4847 *	
"	8 oz.	.2495 *		.2476 *	
IR CREAM DIP	8 oz.	.2915 *		.2896 *	
GURT	8 oz	.2101 *		.2101 *	
PLE WHIP	8 oz.				
Half & Half	Pt.	.3475 *		.3456 *	
NOG	Qt				
ICE or Lemonade	½ Gal	.2683 *		.2683 *	
"	Qt	.1541 *		.1541 *	
IT PUNCH	½ Gal				
e Wake-Up	Pt.	.2159 *		.2159 *	

risk denotes price change.

terisks denotes new authorization.

Deposit:

15

Gallons ___ Quarts ___

3623

THE BORD

ANY CORRECTED COPY

TEA COMPANY

46

Price Change No 46

Effective May 15, 1967

MAY 15, 1967

DEN COMPANY — CHICAGO METROPOLITAN REGION

3623

[illegible] 2 Rev. [illegible]

THE BORDEN C

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC & P

AREA NO. 1 SUPPLEMENT A Aurora Only

MILK PRODUCTS	SIZE			
HOMO V D. MILK	Gal.			
" " "	½ Gal.			
" " "	Qt.			
" " " Paper	Gal.			
GAIL BORDEN	½ Gal.			
2% Glass	Gal.			
GOLD-N-DEL 2%	½ Gal.			
FORTIFIED SKIM	Qt.			
" "	1/2 Gal.			
BUTTERMILK	½ Gal.			
"	Qt.			
Dutch Choc. Milk	1/2 Pt.			
DUTCH CHOCOLATE MILK	Qt.			
CHOCOLATE SHAKE	½ Pt.			
Dutch Choc. Skim	1/2 Gal.			
HALF & HALF	Pt.			
" "	Qt.			
WHIPPING CREAM	½ Pt.			
SOUR CREAM	16 oz.			
" "	8 oz.			
SOUR CREAM DIP	8 oz.			
YOGURT	8 oz.			
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pt.			
EGG NOG	Qt.			
ORANGE Lemonade	½ Gal.			
" "	Qt.			
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pt.			

3624

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Depo[illegible]

Gallons 15¢ ½ Gallons ____ Quarts ____

OMPANY

ACIFIC TEA COMPANY

Price Change No. 46 A

1c

Effective June 12, 1967

		Zone 1 ~~(4.99)~~ Aurora Stores Only		
		.7218 *		
		.3784 *		
		.2032 *		
		.7563 *		
		.6798 *		
		.3574 *		
		.1962 *		
		.3574 *		
		.3784 *		
		.2032 *		
		.0631 *		
		.2417 *		
		.1054		
		.3574 *		
		.2907 *		
		.5744 *		
		.2977 *		
		.4799 *		
		.2452 *		
		.2872 *		
		.2101		
		.3432 *		
		.2683		
		.1541		
		.2159		

3624-A

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

February 17, 1965

THE BO

PRICES TO THE GREA

AREA NO. 3 SUPPLEMENT

WEST CENTRA

MILK PRODUCTS	SIZE	3-day del. All stores except	6-day del. 1919 Lincolnway, So. Bend
HOMOG'D MILK Glass	Gal	.610 *	.6642
" " "	½ Gal	.326 *	.3593
" " "	Qt	.171 *	.1895
" " " Paper	Gal.	.643 *	.6660
GAIL BORDEN	½ Gal		
GOLDEN DE	½ Gal	.296 *	.3274
FORTIFIED SKIM	Qt	.161 *	.1726
" "	1/2 Gal.	.287	.3029
BUTTERMILK	½ Gal	.323 *	.3593
	Qt	.169 *	.1895
2% Paper	Gal.	.592 *	.6266
DUTCH CHOCOLATE MILK	Qt	.225 *	.2365
CHOCOLATE SHAKE	½ Pt		
Dutch Choc. Skim	1/2 Gal.	.296 *	.3274
HALF & HALF	Pt.	.244 *	.2901
WHIPPING CREAM	½ Pt	.265 *	.3324
SOUR CREAM	16 oz	.415 *	.4631
"	8 oz	.234 *	.2506
SOUR CREAM DIP	8 oz	.255 *	.2826
YOGURT	8 oz	.231 *	.2310 *
TRIPLE WHIP	8 oz	.434 *	.4386
St. Half & Half	Pt.	.383 *	.3597
EGG NOG	Qt		
ORANGE	½ Gal		
	Qt	.159 *	.1590 *
FRUIT PUNCH	½ Gal	--	--

* Asterisk denotes price change

Astericks denotes new authorization

Bottle Deposits:

Gallons • 1¢ ½ Gallons Quarts

3 plus- dictated by comp- situation

RDEN COMPANY

26

ATLANTIC & PACIFIC TEA COMPANY

February 17, 1965

, INDIANA

154
A

3-day del. Goshen, Elkhart	3-day del. Valparaiso Knox, North Judson, Walkerton & Culver			
.610 *	.6002			
.643 *	..6294			
.592 *	..5908			

Private label
1 q – 1/2 Gal
2 q – Gal
1/2 q – 2%
1/2 q – 1/2 1/2

3625-A

CX1D-154

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

[illegible]

bruary 17, ,1965

[illegible]

THE BOR

PRICES TO THE GREAT A

AREA NO 2 SUPPLEMENT

WEST CENTRAL

3626

MILK PRODUCTS	SIZE	3-day del. All stores except	6-day del. 1919 Lincolnway, So. Bend
HOMO V.D. MILK Glass	Gal	.589 *	.6642
" " "	½ Gal	.318 *	.3593
" " "	Qt	.168 *	.1895
" " " Paper	Gal.	.629 *	.6660
GAIL BORDEN	½ Gal		
GOLD-N-DEL	½ Gal	.295 *	.3274
FORTIFIED SKIM	Qt	.159 *	.1726
" "	1/2 Gal.	.285 *	.3029
BUTTERMILK	½ Gal	.318 *	.3593
"	Qt	.168 *	.1895
2% Paper	Gal.	.581 *	[illegible]
DUTCH CHOCOLATE MILK	Qt	.216 *	.2365
CHOCOLATE SHAKE	½ Pt		
Dutch Choc. Skim	1/2 Gal.	.295 *	.3274
HALF & HALF	Pt.	.244	.2901
WHIPPING CREAM	½ Pt	.251 *	.3324
SOUR CREAM	16 oz	.415	.4631
" "	8 oz	.234	.2506
SOUR CREAM DIP	8 oz	.255	.2826
YOGURT	8 oz	.231	.2310
TRIPLE WHIP	8 oz	.434	.4386
St. Half & Half	Pt.	.333	.3597
EGG NOG	Qt		
ORANGE	½ Gal		
"	Qt	.159	.1590
FRUIT PUNCH	½ Gal.		

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposit

Gallons .15 ½ Gallons Quarts

2501

DEN COMPANY

130

Price Change No. 27

TLANTIC & PACIFIC TEA COMPANY

Effective March 22, 1965

INDIANA

3-day del. Valparaiso Knox, North Judson, Walkerton & Culver			
.6002			
.3260			
.1710			
.6294			
.2960			
.1610			
.2870			
.3230			
.1690			
.5908			
.2250			
.296			
.244			3626-A
.265			
.215			
.234			
.255			
.231			
.434			
.333			
.159			

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

bruary 17,,1965

THE BOR

PRICES TO THE GREAT AT

AREA NO. 2 SUPPLEMENT

WEST CENTRAL I

MILK PRODUCTS	SIZE	3-day del. All stores except	6-day del. 1919 Lincoln-way, So. Bend
HOMO V.D. MILK Glass	Gal	.589	.6642
" " "	½ Gal	.318	.3593
" " "	Qt	.168	.1895
" " " Paper	Gal.	.629	.6660
GAIL BORDEN	½ Gal		
GOLD-N-DEL	½ Gal	.295	.3274
FORTIFIED SKIM	Qt	.159	.1726
" "	1/2 Gal.	.285	.3029
BUTTERMILK	½ Gal	.318	.3593
	Qt	.168	.1895
2% Paper	Gal.	.581	.6266
DUTCH CHOCOLATE MILK	Qt	.216	.2365
CHOCOLATE SHAKE	½ Pt		
Dutch Choc. Skim	1/2 Gal.	.295	.3274
HALF & HALF	Pt	.244	.2901
WHIPPING CREAM	½ Pt	.251	.3324
SOUR CREAM	16 oz.	.415	.4631
"	8 oz	.234	.2506
SOUR CREAM DIP	8 oz	.255	.2826
YOGURT	8 oz	.231	.2310
TRIPLE WHIP	8 oz	.434	.4386
Sr. Half & Half	Pt.	.333	.3597
EGG NOG	Qt		
ORANGE	½ Gal		
	Qt	.159	.1590
FRUIT PUNCH	½ Gal.		
Coffee Wake-Up	Pt.	.1908 **	.2108 **

* Asterisk denotes price change

** Asterisks denotes new authorization

Bottle Deposits:

Gallons ½ Gallons Quarts

3627

3502

EN COMPANY

LANTIC & PACIFIC TEA COMPANY

NDIANA

Price Change No. 28

Effective April 23, 1965

	3-day del. Valparaiso Knox, North Judson, Walkerton & Culver			
	.6002			
	.3260			
	.1710			
	.6294			
	.2960			
	.1610			
	.2870			
	.3230			
	.1690			
	.5908			
	.2250			
	.296			
	.244			
	.265			
	.415			
	.234			
	.255			
	.231			
	.434			
	.333			
	.159			
	.1908 **			

3627-

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

J. G. Tarr

bruary 17, ,1965

PRICES TO THE GREAT A

AREA NO. 2 SUPPLEMENT

WEST CENTRAL

3628

MILK PRODUCTS	SIZE	3-day del. All stores except	6-day del. 3919 Lincoln-way, So. Bend
HOMO V.D. MILK Glass	Gal	.589	.6642
" " "	½ Gal	.318	.3593
" " "	Qt	.168	.1895
" " " Paper	Gal.	.629	.6660
GAIL BORDEN	½ Gal		
GOLD-N-DEL	½ Gal	.295	.3274
FORTIFIED SKIM	Qt	.159	.1726
" "	1/2 Gal.	.285	.3029
BUTTERMILK	½ Gal	.318	.3593
"	Qt	.168	.1895
2% Paper	Gal.	.581	.6266
DUTCH CHOCOLATE MILK	Qt	.216	.2365
CHOCOLATE SHAKE	½ Pt		
Dutch Choc. Skim	1/2 Gal.	.295	.3274
HALF & HALF	Pt	.244	.2901
WHIPPING CREAM	½ Pt	.251	.3324
SOUR CREAM	16 oz	.415	.4631
"	8 oz	.234	.2506
SOUR CREAM DIP	8 oz	.255	.2826
YOGURT	8 oz	.231	.2310
TRIPLE WHIP	16 oz	.434	.4386
St. Half & Half	Pt.	.333	.3597
EGG NOG	Qt		
ORANGE & Fruit Drinks	½ Gal	.2481 *	.2581 *
"	Qt	.159	.1590
~~XXXXXXXXXX~~	~~XXX~~		
Coffee Wake-Up	Pt.	.1908	.2108

* Asterisk denotes price change

Aster denotes new authorization

Bottle Dep.

Gallons • 1.- ½ Gallons Quarts

Price Change No. 27

TLANTIC & PACIFIC TEA COMPANY

Effective June 3, 1965

NDIANA

	3-day del. Valparaiso Knox, North Judson, Walkerton & Culver			
	.6002			
	.3260			
	.1710			
	.6294			
	.2960			
	.1610			
	.2870			
	.3230			
	.1690			
	.5908			
	.2250			
	.296			
	.244			
	.265			
	.415			
	.234			
	.255			
	.231			
	.434			
	.333			
	.2481 *			
	.159			
	.1908			

3628-A

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

M O 2 Rev (10-60)

Price List of ·bruary 17,,1965

THE BOR

PRICES TO THE GREAT

AREA NO 2 SUPPLEMENT

WEST CENTRAL

MILK PRODUCTS	SIZE	3-day del. All stores except	6-day del. 1919 Lincoln-way, So. Bend
HOMO V D. MILK Glass	Gal	.589	.6642
" " "	½ Gal	.318	.3593
" " "	Qt	.168	.1895
" " " Paper	Gal.	.629	.6660
GAIL BORDEN	½ Gal		
GOLD-N-DEL	½ Gal	.295	.3274
FORTIFIED SKIM	Qt	.159	.1726
" "	1/2 Gal.	.285	.3029
BUTTERMILK	½ Gal	.318	.3593
"	Qt	.168	.1895
2% Paper	Gal.	.581	.6266
DUTCH CHOCOLATE MILK	Qt	.216	.2365
Mil~~XXXXX~~ SHAKE	½ Pt	.093 *	.0930 *
Dutch Choc. Skim	1/2 Gal.	.295	.3274
HALF & HALF	Pt	.244	.2901
WHIPPING CREAM	½ Pt	.251	.3324
SOUR CREAM	16 oz.	.415	.4631
" "	8 oz	.234	.2506
SOUR CREAM DIP	8 oz.	.255	.2826
YOGURT	8 oz	.231	.2310
TRIPLE WHIP	8 oz	.434	.4386
Sr. Half & Half	Pt.	.333	.3597
EGG NOG	Qt		
ORANGE & Fruit Drinks	½ Gal	.2481	.2581
"	Qt	.159	.1590
~~FRUIT PUNCH~~	~~½~~ Gal.		
Coffee Wake-Up	Pt.	.1908	.2108

3629

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposits:

Gallons • 1 ½ Gallons Quarts

133

DEN COMPANY

TLANTIC & PACIFIC TEA COMPANY

INDIANA

Price Change No. 30

Effective July 2, 1965

	3-day del. Valparaiso Knox, North Judson, Walkerton & Culver			
	.6002			
	.3260			
	.1710			
	.6294			
	.2960			
	.1610			
	.2870			
	.3230			
	.1690			
	.5908			
	.2250			
	.0930 *			
	.296			
	.244			
	.265			
	.415			
	.234			
	.256			
	.231			
	.434			
	.333			
	.2481			
	.159			
	.1908			

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3629-A

[illegible] Rev 10 61

July 12,, 1965

THE BO

PRICES TO THE GREA

AREA NO 2

SUPPLEMENT

WEST CENTRA

MILK PRODUCTS	SIZE	3-day del. All stores except	6-day del. 919 Lincoln-
HOMO V.P.			
			[illegible]
		[illegible]	.2310
	[illegible] oz	.434	.4386
Sr. [illegible] & Half	Pt.	.383	.3597
EGG NOG	Qt		
ORANGE & Fruit Drinks	½ Gal	.2481	.2581
"	Qt	.159	.1590
FRUIT PUNCH	½ Gal		
Coffee Wake-Up	Pt.	.1908	.2108

All Stores Except —
Covers Elkhart
La Porte
Goshen
Mich City
Mishawaka
So Bend (Not incl 1919

3630

M
D

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposit:

Gallons .15 ½ Gallons Quarts

3505

RDEN COMPANY

T ATLANTIC & PACIFIC TEA COMPANY

L INDIANA

Price Change No. 31

Effective July 12,1965

3-day del. Valparaiso Walkerton	3-Day Del. Knox, North Judson & Culver		
.6002	.5625 *		
.3260	.3126 *		
.1710	.1676 *		
.6294	.6027 *		
.2960	.2960		
.1610	.1597 *		
.2870	.2852 *		
.3230	.3126 *		
.1690	.1676 *		
.5908	.5527 *		
.2250	.2166 *		
.0930	.0930		
.296	.2960		
.244	.2440		
.265	.2519 *		
.41[illegible]	.4150		
.234	.2340		
.255	.2550		
.231	.2310		
.434	.43[illegible]		
.333	.3330		
.2481	.2481		
.159	.1590		
.1908	.1908		

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3630-A

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

THE BORD

Price List of July 12,, 1965

PRICES TO THE GREAT AT

WEST CENTRAL IN

AREA NO 2 SUPPLEMENT

MILK PRODUCTS	SIZE	5-day del. All stores except	6-day del. 1919 Lincolnway, So. Bend
HOMO V D. MILK Glass	Gal.	.589	.6642
" " "	½ Gal	.318	.3593
" " "	Qt	.168	.1895
" " " Paper	Gal.	.629	.6660
GAIL BORDEN	½ Gal		
GOLD-N-DEL	½ Gal	.290 *	.3274
FORTIFIED SKIM	Qt	.155 *	.1726
" "	1/2 Gal.	.270 *	.3029
BUTTERMILK	½ Gal	.308 *	.3593
"	Qt	.160 *	.1895
2% Paper	Gal.	.581	.6266
DUTCH CHOCOLATE MILK	Qt	.216	.2365
Milk CHOCOLATE SHAKE	½ Pt	.093 *	.0930 *
Dutch Choc. Skim	1/2 Gal.	.295	.3274
HALF & HALF	Pt.	.244	.2901
WHIPPING CREAM	½ Pt.	.251	.3324
SOUR CREAM	16 oz	.415	.4631
" "	8 oz.	.234	.2506
SOUR CREAM DIP	8 oz.	.255	.2826
YOGURT	8 oz	.231	.2310
TRIPLE WHIP	8 oz	.434	.4386
Sr. Half & Half	Pt.	.383	.3597
EGG NOG	Qt		
ORANGE & Fruit Drinks,	Gal	.2481	.2581
"	Qt	.159	.1590
~~FRUIT PUNCH~~	~~½ Gal.~~		
Coffee Wake-Up	Pt.	.1908	.2108

* Asterisk denotes price change

** Asterisks denotes new authorization

Bottle Deposits:

Gallons : 15 ½ Gallons Quarts

3631

3506

EN COMPANY

Price Change No. 32

ANTIC & PACIFIC TEA COMPANY

Effective July 26, 1965

DIANA

	3-day del. Valparaiso Walkerton	3-Day Del. Knox, North Judson & Culver		
	.6002	.5625		
	.3260	.3126		
	.1710	.1676		
	.6294	.6027		
	.2960	.2960		
	.1610	.1597		
	.2870	.2852		
	.3230	.3126		
	.1690	.1676		
	.5908	.5527		
	.2250	.2166		
	.0930	.0930		
	.296	.2960		
	.244	.2440		
	.265	.2519		
	.415	.4150		
	.234	.2340		
	.255	.2550		
	.231	.2310		
	.434	.4340		
	.333	.3330		
	.2481	.2481		
	.159	.1590		
	.1908	.1908		

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3631-2

3632

[illegible]

Date Effective September 6, 1965

AREA NO. 2 SUPPLEMENT

THE BO

PRICES TO THE GREA

WEST CENTRA

MILK PRODUCTS	SIZE	3-day del. Goshen	6-day del. 1919 Lincoln-way, So. Bend
HOMO V D. MILK Glass	Gal	.589	.6942 *
" " "	½ Gal	.318	.3685 *
" " "	Qt	.168	.1945 *
" " " Paper	Gal.	.629	.7162 *
GAIL BORDEN	½ Gal		
GOLDEN DEL	½ Gal	.290	.3374 *
FORTIFIED SKIM	Qt	.155	.1801 *
" "	1/2 Gal.	.270	.3261 *
BUTTERMILK	[illegible]	.308	.3685 *
	Qt	.160	.1945 *
2% Paper	Gal.	.581	.6544 *
DUTCH CHOCOLATE MILK	Qt	.216	.2315 *
CHOCOLATE SHAKE	½ Pt	.093	.0930
Dutch Choc. Skim	1/2 Gal.	.295	.3374 *
HALF & HALF	Pt	.244	.2740 *
WHIPPING CREAM	½ Pt	.251	.2968 *
SOUR CREAM	16 oz	.415	.4832 *
"	8 oz	.234	.2574 *
SOUR CREAM DIP	8 oz	.255	.2826
YOGURT	8 oz	.231	.2310
TRIPLE WHIP	[illegible]	.434	.4386
Sr. Half & Half	Pt.	.333	.3797 *
EGG NOG	Qt		
ORANGE & Fruit Drinks	½ G.	.2481	.2700 *
	Qt	.159	.1548 *
FRUIT PUNCH	½ Gal		
Coffee Wake-Up	Pt.	.1908	.2108

* Asterisk denotes price change

Asterisk denotes new authorization

Gallons Quarts

32

RDEN COMPANY

Price Change No. 33

ATLANTIC & PACIFIC TEA COMPANY

Effective September 6, 1965

, INDIANA

3-day del. South Bend Mishawaka Mich. City Valparaiso Elkhart-LaPorte	3-day del. Walkerton	3-Day Del. Knox, North Judson & Culver		
.6192 *	.6002	.5625		
.3276 *	.3260	.3126		
.1728 *	.1710	.1676		
.6493 *	.6294	.6027		
.3078 *	.2960	.2960		
.1625 *	.1610	.1597		
.2932 *	.2870	.2852		
.3190 *	.3230	.3126		
.1677 *	.1690	.1676		
.6088 *	.5908	.5527		
.2107 *	.2250	.2166		
.093	.0930	.0930		
.3078 *	.296	.2960		
.2279 *	.244	.2440		
.2451 *	.265	.2519		
.4351 *	.415	.4150		
.2403 *	.234	.2310		
.255	.255	.2550		
.231	.231	.2310		
.434	.434	.4340		
.3534 *	.333	.3330		
.2700 *	.2481	.2181		
.1548 *	.159	.1590		
.1908	.1908	.1908		

3632-A

These prices are available to all on proportionately equal terms.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

J. G. Tarr

[illegible]

September 13, 1965

THE BORDEN

PRICES TO THE GREAT ATLANT

WEST CENTRAL INDIANA

ART / NO 2 SUPPLEMENT

3622

MILK PRODUCTS	SIZE	3-day del. 2% South Bend Mishawaka Mich. City Valparaiso Elkhart-LaPorte	6-day del. 1919 Lincolnway, So. Bend
HOMO V D MILK Glass	Gal	.6192	.6942
" " "	½ Gal.	.3276	.3685
" " "	Qt.	.1728	.1945
" " " Paper	Gal.	.6493	.7162
GAIL BORDEN	½ Gal		
GOLD N DEL 2%	½ Gal.	.3078	.3374
FORTIFIED SKIM	Qt	.1625	.1801
" "	1/2 Gal.	.2932	.3261
BUTTERMILK	½ Gal	.3190	.3685
"	Qt	.1677	.1945
2% Paper	Gal.	.6088	.6544
DUTCH CHOCOLATE MILK	Qt	.2107	.2315
M[illegible]OLATE SHAKE	½ Pt	.093	.0930
Dutch Choc. Skim	1/2 Gal.	.3078	.3374
HALF & HALF	Pt.	.2279	.2740
WHIPPING CREAM	½ Pt.	.2451	.2968
SOUR CREAM	16 oz.	.4351	.4832
" "	8 oz.	.2408	.2574
SOUR CREAM DIP	8 oz.	.255	.2826
YOGURT	8 oz	.231	.2310
TRIPLE WHIP	8 oz	.434	.4386
Sr. Half & Half	Pt.	.3534	.3797
EGG NOG	Qt		
ORANGE & Fruit Drink	½ Gal	.2700	.2700
"	Qt	.1548	.1548
~~XXXXXXXXX~~ Coffee Wake-Up	~~XXXX~~ Pt.	.1908	.2108

* Asterisk denotes price change

Asterisks denotes new authorization

3508

Bottle Deposit

Gallons .15 ½ Gallons Quarts

154 I

COMPANY

TIC & PACIFIC TEA COMPANY

Price Change 13 34 137

Effective September 13, 1965

	3-day del. Goshen, Knox, Walkerton, & N. Judson Culver			
	.5899 *			
	.3199 *			
	.1711 *			
	.6200 *			
	.3001 *			
	.1625 *			
	.2829 *			
	.3104 *			
	.1625 *			
	.5805 *			
	.2107 *			
	.0930			
	.3001 *			
	.2279 *			
	.2451 *			
	.435 *			
	.2408 *			
	.255			
	.231			
	.434			
	.3534 *			
	.2700 *			
	.1548 *			
	.1908			

9/10 J. Tase

* These two towns now in South Bend Marketing Ordinance Changes approximately .3¢ per qt.

EL

3633-A

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

No. 0 2 Rev. (10-60) **PRIVATE LABEL** **THE BORDE**

Price List of

PRICES TO THE GREAT ATLA

WEST CENTRAL

AREA NO 2 SUPPLEMENT B

MILK PRODUCTS	SIZE	Zone 2 3-Day Del. All Stores Except	Zone 2 6-Day Del. 1919 Lincoln-way, So. Bend	Zon 3-Day Culv Kno N.
HOMO V.D. MILK	Gal			
" " "	½ Gal	.2924	.3124	.2
" " "	Qt	.1612	.1712	.1
" " " Paper	Gal.	.5848	.6248	.5
GAIL BORDEN	½ Gal			
GOLDEN-DEL	½ Gal	.2714	.2914	.2
FORTIFIED SKIM	Qt	.1347	.1447	.1
" "	1/2 Gal.	.2634	.2834	.2
BUTTERMILK	½ Gal	.2844	.3044	.2
"	Qt	.1467	.1567	.1
DUTCH CHOCOLATE MILK	Qt	.2057	.2157	.2
CHOCOLATE SHAKE	½ Pt			
HALF & HALF	Pt	.2337	.2447	.2
WHIPPING CREAM	½ Pt	.2547	.2647	.2
SOUR CREAM	16 oz			
" "	8 oz			
SOUR CREAM DIP	8 oz.			
YOGURT	8 oz			
TRIPLE WHIP	8 oz			
EGG NOG	Qt			
ORANGE	½ Gal			
"	Qt			
FRUIT PUNCH	½ Gal			

3634

* Asterisk denotes price change

** Asterisks denotes new authorization

Bottle Deposits:

Gallons ½ Gallons Quarts

3634

N COMPANY

NTIC & PACIFIC TEA COMPANY

INDIANA

e 4

Price Change No. 34B 34B

Effective November 8, 1965 NOV 8, 1965

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y Del. er x ndison				
916 *				
608 *				
832 *				
706 *				
343 *				
626 *				
836 *				
463 *				
053 *				
343 *				
543 *				

Price List of September 13, 1965

PRICES TO THE GREAT ATLA

AREA NO. SUPPLEMENT

WEST CENTRAL INDIANA

MILK PRODUCTS	SIZE	3-day del. South Bend Mishawaka Mich. City Valparaiso Elkhart-LaPorte	6-day del. 1919 Lincolnway, So. Bend	
HOMO V.D. MILK Glass	Gal	.6192	.6942	
" " "	½ Gal.	.3276	.3685	
" " "	Qt	.1728	.1945	
" " " Paper	Gal.	.8493	.7162	
GAIL BORDEN	½ Gal			
GOLD-N DEL [illegible]	½ Gal.	.3078	.3374	
FORTIFIED SKIM	Qt.	.1625	.1801	
" "	1/2 Gal.	.2932	.3261	
BUTTERMILK	½ Gal	.3190	.3685	
"	Qt.	.1677	.1945	
% P[illegible]	Gal.	.6088	.6544	
DUTCH CHOCOLATE MILK	Qt.	.2107	.2315	
[illegible]CHOCOLATE SHAKE	½ Pt	.093	.0930	
D[illegible] C[illegible] S. Skim	1/2 Gal.	.3078	.3374	
HALF & HALF	Pt.	.2279	.2740	
WHIPPING CREAM	½ Pt	.2451	.2968	
SOUR CREAM	16 oz	.4351	.4832	
" "	8 oz.	.2408	.2574	
SOUR CREAM DIP	8 oz.	.255	.2826	
YOGURT	8 oz.	.231	.2310	
TRIPLE WHIP	8 oz	.434	.4386	
Sr. Half & Half	Pt.	.3534	.3797	
EGG NOG	Qt	.3957 **	.4405 **	
ORANGE & Fruit Drink	½ Gal	.2700	.2700	
" "	Qt	.1548	.1548	
~~FRUIT PUNCH~~	~~½ Gal~~			
Coffee Wake-Up	Pt.	.1908	.2108	

* Asterisk denotes price change

** Asterisks denotes new authorization

Bottle Deposits

Gallons .15 ½ Gallons Quarts

3635

NTIC & PACIFIC TEA COMPANY

Price Change No. 35

Effective November 11, 1965

3-day del. Goshen, Knox, Walkerton N. Judson Culver			
.5899			
.3199			
.1711			
.6200			
.3001			
.1625			
.2829			
.3104			
.1625			
.5805			
.2107			
.0930			
.3001			
.2279			
.2451			
.1351			
.2448			
.255			
.231			
.434			
.2534			
.3957 **			
.2700			
.1548			
.1908			

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3635-A

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PRICE LIST # **Borden Label**

THE BORDE

PRICES TO THE GREAT ATLAN

AREA NO. 3 SUPPLEMENT

WEST CENTRAL INDIAN

MILK PRODUCTS	SIZE	3-day del. South Bend Mishawaka Mich. City Valparaiso Elkhart - LaPorte	6-day del. 1919 Lincoln-way, So. Bend
HOMO V.D. MILK Glass	Gal	.6536 *	.7202 *
" " "	½ Gal.	.3449 *	.3815 *
" " "	Qt	.1815 *	.2010 *
" " " Paper	Gal.	.6897 *	.7422 *
PAIL BORDEN	½ Gal		
GOLDEN DEL 2%	½ Gal.	.3251 *	.3504 *
FORTIFIED SKIM	Qt	.1711 *	.1866 *
" "	1/2 Gal.	.3105 *	.3391 *
BUTTERMILK	½ Gal	.3363 *	.3815 *
"	Qt	.1763 *	.2010 *
2% Paper	Gal.	.6502 *	.6804 *
DUTCH CHOCOLATE MILK	Qt	.2193 *	.2380 *
CHOCOLATE MILKSHAKE	½ Pt	.0965 *	.0965 *
Dutch Choc. Skim	1/2 Gal.	.3251 *	.3504 *
HALF & HALF	Pt.	.2365 *	.2805 *
WHIPPING CREAM	½ Pt.	.2537 *	.3033 *
SOUR CREAM	16 oz.	.4524 *	.4962 *
" "	8 oz.	.2494 *	.2639 *
SOUR CREAM DIP	8 oz.	.2640 *	.2891 *
YOGURT	8 oz.	.2399 *	.2375 *
TRIPLE WHIP	8 oz.	.4412 *	.4451 *
St. Half & Half	Pt.	.3621 *	.3862 *
EGG NOG	Qt		
ORANGE & Fruit Drink	½ Gal	.2700	.2700
"	Qt	.1548	.1548
[illegible] PUNCH	XXXX		
Coffee Wake-Up	Pt.	.1908	.2108

* Asterisk denotes price change.

Asterisks denotes new authorization

Bottle Deposits

Gallons .15 ½ Gallons Quarts

3636

N COMPANY

TIC & PACIFIC TEA COMPANY

140

Price Change No. 36

Effective February 14, 1966

	3-day del. Goshen, Knox, Walkerton N. Judson Culver			
	.6312 *			
	.3371 *			
	.1797 *			
	.6656 *			
	.3173 *			
	.1711 *			
	.3001 *			
	.3277 *			
	.1737 *			
	.6261 *			
	.2193 *			
	.0965 *			
	.3173 *			
	.2365 *			
	.2537 *			
	.4524 *			
	.2494 *			
	.2640 *			
	.2399 *			
	.4429 *			
	.3621 *			
	.2760			
	.1548			
	.1908			

3636-A

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

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Price List # [illegible]

AREA NO 2 SUPPLEMENT

PRICES TO THE GREAT ATLANTIC & PA

WEST CENTRAL INDIANA

MILK PRODUCTS	SIZE	3-day del. South Bend Mishawaka Mich. City Valparaiso Elkhart-LaPorte		3-day del. Goshen, Knox Walkerton N. Judson Culver
HOMO V.D. MILK Glass	Gal	.6373 *		.6373 *
" " "	½ Gal.	.3354 *		.3354 *
" " "	Qt	.1849 *		.1849 *
" " " Paper	Gal.	.6648 *		.6648 *
GAIL BORDEN	½ Gal			
GOLD-N-DEL 2%	½ Gal.	.3087 *		.3087 *
FORTIFIED SKIM	Qt.	.1625 *		.1625 *
" "	1/2 Gal.	.2838 *		.2838 *
BUTTERMILK	½ Gal	.3277 *		.3277
"	Qt.	.1737 *		.1737
" Paper	Gal.	.6106 *		.6106 *
DUTCH CHOCOLATE MILK	Qt.	.2193		.2193
CHOCOLATE SHAKE	½ Pt.	.0965		.0965
Dutch Choc. Skim	1/2 Gal.	.3087 *		.3087 *
HALF & HALF	Pt.	.2236 *		.2236 *
WHIPPING CREAM	½ Pt.	.2537		.2537
SOUR CREAM	16 oz	.4524		.4524
" "	8 oz.	.2494		.2494
SOUR CREAM DIP	8 oz.	.2640		.2640
YOGURT	8 oz.	.2399		.2399
TRIPLE WHIP	8 oz	.4429 *		.4429
Sr. Half & Half	Pt.	.3621		.3621
EGG NOG	Qt			
ORANGE & Fruit Drink	½ Gal	.2700		.2700
" "	Qt	.1548		.1548
FRUIT PUNCH	xxGal			
Coffee Wake-Up	Pt.	.2108 *		.2108 *

* Asterisk denotes price change.

Asterisks denotes new authorization

Bottle Deposits:

Gallons .15 ½ Gallons Quarts

3512

CIFIC TEA MPANY

Price Change No.

Effective. June 6, 1966

7

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3638

Price List of Borden Label

PRICES TO THE GREAT ATLANTIC & P

WEST CENTRAL INDI

AREA NO 2 SUPPLEMENT Zone 2 (4. 92)

MILK PRODUCTS	SIZE	3-Day Del. All Stores		
HOMO V.D. MILK	Gal.	.6768 *		
" " "	½ Gal.	.3552 *		
" " "	Qt.	.1952 *		
" " " Paper	Gal.	.7072 *		
GAIL BORDEN	½ Gal.			
GOLD-N-DEL 2%	½ Gal.	.3294 *		
FORTIFIED SKIM	Qt.	.1729 *		
" "	1/2 Gal.	.3044 *		
BUTTERMILK	½ Gal.	.3433 *		
"	Qt.	.1840 *		
2% Paper	Gal.	.6502 *		
DUTCH CHOCOLATE MILK	Qt.	.2288 *		
XXXXXXXXE SHAKE	½ Pt.	.1000 *		
Dutch Choc. Skim	1/2 Gal.	.3294 *		
HALF & HALF	Pt.	.2339 *		
WHIPPING CREAM	½ Pt.	.2640 *		
SOUR CREAM	16 oz.	.4721 *		
" "	8 oz.	.2589 *		
SOUR CREAM DIP	8 oz.	.2743 *		
YOGURT	8 oz.	.2503 *		
TRIPLE WHIP	8 oz.	.4429		
Sr. Half & Half	Pt.	.3724 *		
EGG NOG	Qt.			
ORANGE & Fruit Drink	Gal.	.2700		
" " "	Qt.	.1549		
XXXXXXXXXX	XXEX			
Coffee Wake-Up	Pt.	.2108		

* Asterisk denotes price change.

Asterisks denotes new authorization.

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts ____

ACIFIC TEA COMPANY
ANA

Effective July 11, 1966

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

Borden Label

THE BORDE

Price List of Borden Label

PRICES TO THE GREAT ATLANT

WEST CENTRAL

AREA NO. 2 SUPPLEMENT Zone 2 (4.92)

MILK PRODUCTS	SIZE	3-Day Del. All Stores		
HOMO V.D. MILK	Gal.	.6768 *		
" " "	½ Gal.	.3582 *		
" " "	Qt.	.1952 *		
" " " Paper	Gal.	.7032 *		
GAIL BORDEN	½ Gal.			
GOLD-N-DEL 2%	½ Gal.	.3294 *		
FORTIFIED SKIM	Qt.	.1729 *		
" "	1/2 Gal.	.3044 *		
BUTTERMILK	½ Gal.	.3433 *		
"	Qt.	.1849 *		
2% Paper	Gal.	.6502 *		
DUTCH CHOCOLATE MILK	Qt.	.2298 *		
XXXXXXXXE SHAKE	½ Pt.	.1000 *		
Dutch Choc. Skim	1/2 Gal.	.3294 *		
HALF & HALF	Pt.	.2339 *		
WHIPPING CREAM	½ Pt.	.2640 *		
SOUR CREAM	16 oz.	.4721 *		
" "	8 oz.	.2589 *		
SOUR CREAM DIP	8 oz.	.2743 *		
YOGURT	8 oz.	.2503 *		
TRIPLE WHIP	8 oz.	.4429		
Sr. Half & Half	Pt.	.3724 *		
EGG NOG	Qt.			
ORANGE & Fruit Drink	Gal.	.2700		
" " " "	Qt.	.1548		
XXXXXXXXXX	XXXX.			
Coffee Wake-Up	Pt.	.2108		

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ____ ½ Gal ____ Quarts ____

IC & PACIFIC TEA COMPANY
INDIANA

Price Change No.

Effective July 11, 1966

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3639

Price List of Borden Label

PRICES TO THE GREAT A

WEST CENT

AREA NO 2 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 2 (5.22) 3-Day Del. All Stores
HOMO V.D. MILK	Gal	.7112 *
" " "	½ Gal.	.3724 *
" " "	Qt.	.2038 *
" " " Paper	Gal.	.7396 *
GAIL BORDEN	½ Gal	
GOLD-N-DEL 2%	½ Gal.	.3466 *
FORTIFIED SKIM	Qt.	.1815 *
" "	1/2 Gal.	.3216 *
BUTTERMILK	½ Gal.	.3655 *
"	Qt	.1926 *
2% Paper	Gal.	.6846 *
DUTCH CHOCOLATE MILK	Qt.	.2374 *
CHOCOLATE SHAKE.	½ Pt	.1000
Dutch Choc. Skim	1/2 Gal	.3466 *
HALF & HALF	Pt	.2425 *
WHIPPING CREAM	½ Pt.	.2726 *
SOUR CREAM	16 oz.	.4893 *
" "	8 oz.	.2675 *
SOUR CREAM DIP	8 oz	.2829 *
YOGURT	8 oz.	.2589 *
TRIPLE WHIP	8 oz.	
Sr. Half & Half	Pt.	.3810 *
EGG NOG	Qt	
ORANGE & Fruit Drink	Gal	.2700
" "	Qt.	.1548
FRUIT PUNCH	½ Gal.	
Coffee Wake-Up	Pt.	.2108

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts ____

3640

TLANTIC & PACIFIC TEA COMPANY
RAL INDIANA

Price Change No

Effective August 1, 1966

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

J. F. Tarr

Price List of Borden Label

PRICES TO THE GREAT AT

WEST CENTR

AREA NO. 2 SUPPLEMENT

MILK PRODUCTS	SIZE	Zone 2 (5.22) 3-Day Del. All Stores	
HOMO V.D. MILK	Gal.	.7112 *	
" " "	½ Gal	.3724 *	
" " "	Qt.	.2038 *	
" " " Paper	Gal.	.7396 *	
GAIL BORDEN	½ Gal.		
GOLD-N-DEL 2%	½ Gal.	.3466 *	
FORTIFIED SKIM	Qt.	.1815 *	
" "	1/2 Gal.	.3216 *	
BUTTERMILK	½ Gal.	.3655 *	
"	Qt.	.1926 *	
2% Paper	Gal.	.6846 *	
DUTCH CHOCOLATE MILK	Qt.	.2374 *	
CHOCOLATE SHAKE	½ Pt	.1000	
Dutch Choc. Skim	1/2 Gal	.3466 *	
HALF & HALF	Pt	.2425 *	
WHIPPING CREAM	½ Pt.	.2726 *	
SOUR CREAM	16 oz.	.4893 *	
" "	8 oz.	.2675 *	
SOUR CREAM DIP	8 oz.	.2829 *	
YOGURT	8 oz	.2589 *	
TRIPLE WHIP	8 oz		
Sr. Half & Half	Pt.	.3810 *	
EGG NOG	Qt.		
ORANGE & Fruit Drink	Gal.	.2700	
" "	Qt	.1548	
FRUIT PUNCH	½ Gal.		
Coffee Wake-Up	Pt.	.2108	

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts ____

35/16

EN COMPANY

ANTIC & PACIFIC TEA COMPANY

AL INDIANA

Price Change No. 39

Effective August 1, 1966

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

J. G. Tan

[illegible] Rev. (10-60)

Price List of Borden Label

THE BO

PRICES TO THE GREAT

West Cent

AREA NO 2 SUPPLEMENT Zone 2

3642

MILK PRODUCTS	SIZE	(5.22) 3-Day Del. All Stores		
HOMO V.D. MILK	Gal.	.7456 *		
" " "	½ Gal.	.3896 *		
" " "	Qt.	.2124 *		
" " " Paper	Gal.	.7740 *		
GAIL BORDEN	½ Gal.			
GOLD-N-DEL 2%	½ Gal.	.3638 *		
FORTIFIED SKIM	Qt.	.1901 *		
" "	1/2 Gal.	.3588 *		
BUTTERMILK	½ Gal.	.3827 *		
"	Qt.	.2012 *		
2% Paper	Gal.	.7190 *		
DUTCH CHOCOLATE MILK	Qt.	.2460 *		
~~XXXXXXXX~~ SHAKE	½ Pt.	.1025 *		
Dutch Choc. Skim	1/2 Gal.	.3638 *		
HALF & HALF	Pt.	.2511 *		
WHIPPING CREAM	½ Pt.	.2812 *		
SOUR CREAM	16 oz.	.5085 *		
" "	8 oz.	.2761 *		
SOUR CREAM DIP	8 oz.	.2915 *		
YOGURT	8 oz.	.2675 *		
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pts.	.3896 *		
EGG NOG	Qt.			
ORANGE & Fruit Dr.	½ Gal.	.2700		
" " "	Qt.	.1548		
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pts.	.2108		

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts ____

RDEN COMPANY

Price Change No. 40

ATLANTIC & PACIFIC TEA COMPANY

ral Indiana

Effective September 19, 196

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

Price List of Borden Label

THE BORD

PRICES TO THE GREAT AT

West Central

AREA NO. 2 SUPPLEMENT Zone 2

MILK PRODUCTS	SIZE	(5.22) 3- Day Del. All Stores		
HOMO V.D. MILK	Gal.	.7456 *		
" " "	½ Gal.	.3896 *		
" " "	Qt.	.2124 *		
" " " Paper	Gal.	.7740 *		
GAIL BORDEN	½ Gal.			
GOLD-N-DEL 2%	½ Gal.	.3638 *		
FORTIFIED SKIM	Qt.	.1901 *		
" "	1/2 Gal.	.3388 *		
BUTTERMILK	½ Gal.	.3827 *		
"	Qt.	.2012 *		
2% Paper	Gal.	.7190 *		
DUTCH CHOCOLATE MILK	Qt.	.2460 *		
~~CHOCOLATE~~ SHAKE	½ Pt	.1025 *		
Dutch Choc. Skim	1/2 Gal.	.3638 *		
HALF & HALF	Pt.	.2511 *		
WHIPPING CREAM	½ Pt.	.2812 *		
SOUR CREAM	16 oz.	.5065 *		
" "	8 oz.	.2761 *		
SOUR CREAM DIP	8 oz.	.2915 *		
YOGURT	8 oz.	.2675 *		
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pts.	.3896 *		
EGG NOG	Qt.			
ORANGE & Fruit Dr.	½ Gal.	.2700		
" " "	Qt	.1548		
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pts.	.2108		

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons______ ½ Gallons______ Quarts______

3518

147

EN COMPANY

ANTIC & PACIFIC TEA COMPANY

Indiana

Price Change No. 40

Effective September 19, 1966

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3643

M. O. 2 Rev. (10-60)

THE BOR

Price List of Borden Label

PRICES TO THE GREAT A
WEST CENT

AREA NO. 2 SUPPLEMENT Zone 2

3644

MILK PRODUCTS	SIZE	3-Day Del. All Stores		
HOMO V.D. MILK	Gal.	.7496 *		
" " "	½ Gal.	.3916 *		
" " "	Qt.	.2134 *		
" " " Paper	Gal.	.7780 *		
GAIL BORDEN	½ Gal.			
GOLD-N-DEL 2%	½ Gal.	.3653 *		
FORTIFIED SKIM	Qt	.1911 *		
" "	1/2 Gal.	.3403 *		
BUTTERMILK	½ Gal.	.3347 *		
"	Qt.	.2022 *		
2% Paper	Gal.	.7230 *		
DUTCH CHOCOLATE MILK	Qt	.2470 *		
XXXXXXXX SHAKE	½ Pt	.1025		
Dutch Choc. Skim	1/2 Gal.	.3658 *		
HALF & HALF	Pt.	.2521 *		
WHIPPING CREAM	½ Pt.	.2822 *		
SOUR CREAM	16 oz.	.5085 *		
" "	8 oz.	.2771 *		
SOUR CREAM DIP	8 oz.	.2925 *		
YOGURT	[illegible] oz.	.2675		
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pts.	.3906 *		
EGG NOG	Qt			
ORANGE & Fruit Dr.	½ Gal.	.2700		
" " "	Qt	.1548		
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pts.	.2108		

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts ____

DEN COMPANY

LANTIC & PACIFIC TEA COMPANY
RAL INDIANA

148
Price Change No. 41

Effective October 24, 1966

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

A. O. 2 Rev. (10-60)

THE BORDE

Price List of Borden Label

PRICES TO THE GREAT ATLA

WEST CENTR

AREA NO. 2 SUPPLEMENT Zone 2

MILK PRODUCTS	SIZE	3-Day Del. All Stores		
HOMO V.D. MILK	Gal.	.7496		
" " "	½ Gal.	.3916		
" " "	Qt.	.2134		
" " " Paper	Gal.	.7780		
GAIL BORDEN	½ Gal.			
GOLD-N-DEL 2%	½ Gal.	.3658		
FORTIFIED SKIM	Qt.	.1911		
" "	1/2 Gal.	.3408		
BUTTERMILK	½ Gal.	.3847		
"	Qt.	.2022		
2% Paper	Gal.	.7230		
DUTCH CHOCOLATE MILK	Qt.	.2470		
XXXXXXXE SHAKE	½ Pt.	.1025		
Dutch Choc. Skim	1/2 Gal.	.3658		
HALF & HALF	Pt.	.2521		
WHIPPING CREAM	½ Pt.	.2822		
SOUR CREAM	16 oz.	.5085		
" "	8 oz.	.2771		
SOUR CREAM DIP	8 oz.	.2925		
YOGURT	8 oz.	.2675		
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pts.	.3906		
EGG NOG	Qt.	.4670 **		
ORANGE	½ Gal.	.2700		
"	Qt.	.1548		
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pts.	.2108		

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons ½ Gallons Quarts

N COMPANY

NTIC & PACIFIC TEA COMPANY

AL INDIANA

Price Change No. 42

Effective November 14, 1966

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3645

M. O. 2 Rev. (10-60)

Price List of Borden Label

THE BOR

PRICES TO THE GREAT
WEST CEN

AREA NO. 2 SUPPLEMENT Zone 2

3646

MILK PRODUCTS	SIZE	3-Day Del. All Stores
HOMO V.D. MILK	Gal.	.7496
" " "	½ Gal.	.3916
" " "	Qt.	.2134
" " " Paper	Gal.	.7780
GAIL BORDEN	½ Gal.	
GOLD-N-DEL 2%	½ Gal.	.3658
FORTIFIED SKIM	Qt.	.1911
" "	1/2 Gal.	.3408
BUTTERMILK	½ Gal.	.3847
"	Qt.	.2022
2% Paper	Gal.	.7230
DUTCH CHOCOLATE MILK	Qt.	.2470
xxxxxxxE SHAKE	½ Pt.	.1025
Dutch Choc. Skim	1/2 Gal.	.3658
HALF & HALF	Pt.	.2521
WHIPPING CREAM	½ Pt.	.2822
SOUR CREAM	16 oz.	.5085
" "	8 oz.	.2771
SOUR CREAM DIP	8 oz.	.2925
YOGURT	8 oz.	.2675
TRIPLE WHIP	8 oz.	
Sr. Half & Half	Pts.	.3906
EGG NOG	Qt.	.4670 **
ORANGE	½ Gal.	.2700
"	Qt.	.1548
FRUIT PUNCH	½ Gal.	
Coffee Wake-Up	Pts.	.2108

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits:

Gallons____ ½ Gallons____ Quarts____

DEN COMPANY

ATLANTIC & PACIFIC TEA COMPANY
TRAL INDIANA

Price Change No. 42

Effective November 14, 19

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

Price List of Borden Label

THE BORDE

PRICES TO THE GREAT ATLA

WEST CENT

AREA NO. 2 SUPPLEMENT Zone 2

MILK PRODUCTS	SIZE	3-Day Del. All Stores		
HOMO V.D. MILK	Gal.	.7456 *		
" " "	½ Gal.	.3896 *		
" " "	Qt.	.2124 *		
" " " Paper	Gal.	.7740 *		
GAIL BORDEN	½ Gal.			
XXXXXXX 2%	½ Gal.	.3638 *		
FORTIFIED SKIM	Qt.	.1901 *		
" "	1/2 Gal.	.3388 *		
BUTTERMILK	½ Gal.	.3827 *		
"	Qt.	.2012 *		
2% Paper	Gal.	.7190 *		
DUTCH CHOCOLATE MILK	Qt.	.2460 *		
XXXXXXATE SHAKE	½ Pt.	.1025		
Dutch Choc. Skim	1/2 Gal.	.3638 *		
HALF & HALF	Pt.	.2511 *		
WHIPPING CREAM	½ Pt.	.2812 *		
SOUR CREAM	16 oz.	.5065 *		
" "	8 oz.	.2761 *		
SOUR CREAM DIP	8 oz.	.2915 *		
YOGURT	8 oz.	.2675		
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pts.	.3896 *		
EGG NOG	Qt.	.4670		
Egg Nog Flav. LowFat	1/2 G.	.6730 **		
ORANGE	½ Gal.	.2700		
"	Qt.	.1548		
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pts.	.2108		

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons_____ ½ Gallons_____ Quarts_____

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N COMPANY

NTIC & PACIFIC TEA COMPANY
RAL INDIANA

Price Change No. 43

Effective November 21, 1966

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3647

M. O. 2 Rev. (10-60)

THE BORD

Price List of Borden Label

PRICES TO THE GREAT ATLA
WEST CENT

AREA NO. 2 SUPPLEMENT Zone 2

3648

MILK PRODUCTS	SIZE	3-Day Del. All Stores		
HOMO V.D. MILK	Gal.	.7456 *		
" " "	½ Gal.	.3896 *		
" " "	Qt.	.2124 *		
" " " Paper	Gal.	.7740 *		
GAIL BORDEN	½ Gal.			
[illegible] 2%	½ Gal.	.3638 *		
FORTIFIED SKIM	Qt.	.1901 *		
" "	1/2 Gal.	.3338 *		
BUTTERMILK	½ Gal.	.3827 *		
"	Qt.	.2012 *		
2% Paper	Gal.	.7190 *		
DUTCH CHOCOLATE MILK	Qt.	.2460 *		
~~CHOCOLATE~~ SHAKE	½ Pt.	.1025		
Dutch Choc. Skim	1/2 Gal.	.3638 *		
HALF & HALF	Pt.	.2511 *		
WHIPPING CREAM	½ Pt.	.2812 *		
SOUR CREAM	16 oz.	.5065 *		
" "	8 oz.	.2761 *		
SOUR CREAM DIP	8 oz.	.2915 *		
YOGURT	8 oz.	.2675		
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pts.	.3896 *		
EGG NOG	Qt.	.4670		
Egg Nog Flav. LowFat 1/2 G.		.6730 **		
ORANGE	½ Gal.	.2700		
"	Qt.	.1548		
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pts.	.2108		

* Asterisk denotes price change.

** Asterisks denotes new authorization.

Bottle Deposits:

Gallons______ ½ Gallons______ Quarts______

152

N COMPANY

Price Change No. 43

NTIC & PACIFIC TEA COMPANY
RAL INDIANA

Effective November 21, 1966

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

[illegible]

Price List of Borden Label

THE BOR

PRICES TO THE GREAT AT
WEST CENTR

AREA NO. 2 SUPPLEMENT Zone 2

MILK

PRODUCTS	SIZE	3-Day Del. All Stores		
HOMO V.D. MILK	Gal.	.7520 *		
" " "	½ Gal.	.3928 *		
" " "	Qt.	.2140 *		
" " " Paper	Gal.	.7304 *		
GAIL BORDEN	½ Gal.			
XXXXXXXXEL 2%	½ Gal.	.3670 *		
FORTIFIED SKIM	Qt.	.1917 *		
" "	1/2 Gal.	.3420 *		
BUTTERMILK	½ Gal.	.3559 *		
"	Qt	.2028 *		
2% Paper	Gal.	.7254 *		
DUTCH CHOCOLATE MILK	Qt.	.2476 *		
XXXXXXXE SHAKE	½ Pt	.1066 *		
Dutch Choc. Skim	1/2 Gal	.3670 *		
HALF & HALF	Pt.	.2527 *		
WHIPPING CREAM	½ Pt.	.2828 *		
SOUR CREAM	16 oz.	.5097 *		
" "	8 oz.	.2777 *		
SOUR CREAM DIP	8 oz.	.2931 *		
YOGURT	8 oz.	.2691 *		
TRIPLE WHIP	8 oz.			
Sr. Half & Half	Pts.	.3912 *		
EGG NOG	Qt.			
ORANGE	½ Gal.	.2732 *		
"	Qt.	.1564 *		
FRUIT PUNCH	½ Gal.			
Coffee Wake-Up	Pts.	.2159 *		

* Asterisk denotes price change.
** Asterisks denotes new authorization.

Bottle Deposits:

Gallons 1 ½ Gallons ____ Quarts ____

3524

EN COMPANY

LANTIC & PACIFIC TEA COMPANY
AL INDIANA

Price Change No. 41

Effective May 15, 1967

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

W O P S A (10-60)

THE BORDEN

Price Level Borden Label

PRICES TO THE GREAT ATLANTIC

WEST CENTRAL I

AREA NO 2 SUPPLEMENT Zone 2

345

3650

MILK PRODUCTS	SIZE	3-Day Del. All Stores		
HOMO V D MILK	Gal	.7520 *		
" " "	½ Gal.	.3925 *		
" " "	Qt	.2110 *		
" " " Paper	Gal.	.7304 *		
GAIL BORDEN	½ Gal			
[illegible] 2	½ Gal.	.3670 *		
FORTIFIED SKIM	Qt	.1917 *		
" "	1/2 Gal.	.3420 *		
BUTTERMILK	½ Gal	.3859 *		
"	Qt	.2026 *		
% Paper	Gal.	.7254 *		
DUTCH CHOCOLATE MILK	Qt	.2476 *		
[illegible] SHAKE	½ Pt	.1054 *		
Dutch Choc. Skim	1/2 Gal	.3670 *		
HALF & HALF	Pt	.2327 *		
WHIPPING CREAM	½ Pt.	.2323 *		
SOUR CREAM	16 oz.	.5097 *		
"	8 oz.	.2777 *		
SOUR CREAM DIP	8 oz.	.2731 *		
YOGURT	8 oz	.2691 *		
TRIPLE WHIP	6 oz.			
Sr. Half & Half	Pts.	.3912 *		
EGG NOG	Qt			
ORANGE	½ Gal	.2732 *		
"	Qt	.1564 *		
FRUIT PUNCH	½ Gal			
Coffee Wake-Up	Pts.	.2159 *		

* Asterisk denotes price change.
Asterisks denotes new authorization.

352

ttle Deposits:

llons .15 ½ Gallons Quarts

154

X

COMPANY

CORRECTED COPY

ce Change No 44

& PACIFIC TEA COMPANY

NDIANA

Effective May 15, 1967

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

M. D. 2 Rev. [illegible]

Price List of February 8, 1965

B/K ✓

AREA
NO. 6

SUPPLEMENT

THE BORD

PRICES TO THE GREAT ATL

ROCK ISLAN

MILK

PRODUCTS	SIZE	3-Day Del. All Stores		
HOMO V D MILK	Gal	.5639 *		
" " "	½ Gal	.3031 *		
" " "	Qt	.1699 *		
Homo V. D. Paper	Gal.	.6062 *		
GAIL BORDEN	½ Gal			
GOLD-N-DEL	½ Gal	.2740 *		
FORTIFIED SKIM	Qt	.1548 *		
" "	1/2 Gal.	.2827 *		
BUTTERMILK	½ Gal			
"	Qt.	.1699 *		
DUTCH CHOCOLATE MILK	Qt	.1924 *		
CHOCOLATE SHAKE	½ Pt			
HALF & HALF	Pt	.2344 *		
WHIPPING CREAM	½ Pt	.2705 *		
SOUR CREAM	16 oz			
" "	8 oz	.2037 *		
SOUR CREAM DIP	8 oz.	.2479 *		
YOGURT	8 oz	.1839		
TRIPLE WHIP	3 oz.	.4029		
Half & Half	Pt.	.3081 *		
EGG NOG	Qt			
ORANGE	½ Gal			
"	Qt	.1510		
FRUIT PUNCH	½ Gal			

* Asterisk denotes price change

Asterisks denotes new authorization

Home Delivery

Gallons   Gallons   Quarts

3376

17 5

EN COMPANY

ANTIC & PACIFIC TEA COMPANY

AREA

Price Change No. 23

Effective March 8, 1965

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY -- CHICAGO METROPOLITAN REGION

3651

CX10-155

M.O. 2 Rev. [illegible] 64

Price List of February 8, 1965

AREA NO. 6

SUPPLEMENT

THE BOR

PRICES TO THE GREAT A

ROCK ISLA

3652

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores	3-Day Drop Delivery Lanark Mt. Carroll Savanna
HOMO V.D. MILK	Gal	.5639 *	.5639 *
" "	½ Gal	.3031 *	.3031 *
" "	Qt	.1699	.1699 *
Homo V.D. Paper	Gal.	.6062 *	.6062 *
GAIL BORDEN	½ Gal		
GOLD-N-DEL [illegible]	½ Gal	.2740 *	.2740 *
FORTIFIED SKIM	Qt	.1548 *	.1548 *
" "	1/2 Gal.	.2627 *	.2627 *
BUTTERMILK	½ Gal		
"	Qt.	.1699	.1699 *
DUTCH CHOCOLATE MILK	Qt	.1924	.1924 *
CHOCOLATE SHAKE	½ Pt		
HALF & HALF	Pt	.2344	.2344 *
WHIPPING CREAM	½ Pt	.2705 *	.2705 *
SOUR CREAM	16 oz		
" "	8 oz	.2037	.2037 *
SOUR CREAM DIP	8 oz	.2479	.2479 *
YOGURT	8 oz	.1839	.1839 *
TRIPLE WHIP	8 oz.	.4029	.4029 *
Half & Half	Pt.	.3081	.3081 *
EGG NOG	Qt		
ORANGE	½ Gal		
"	Qt	.1510	.1510 *
FRUIT PUNCH	½ Gal		

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposit

Gallons ½ Gallon Quarts

6

DEN COMPANY

TLANTIC & PACIFIC TEA COMPANY

ND AREA

Price Change No. 24

Effective March 29, 1965

These prices are available to all on a proportionately equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

M. O. 2 Rev. 10-60

Price List of February 8, 1965

AREA NO. 6

SUPPLEMENT

THE BORD

PRICES TO THE GREAT ATL

ROCK ISLAN

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores	[illegible]	
HOMO V.D. MILK	Gal	.5647 *		
" " "	½ Gal	.3035 *		
" "	Qt	.1701 *		
Homo V. D. Paper	Gal.	.6070 *		
GAIL BORDEN	½ Gal			
GOLD-N-DEL	½ Gal	.2744 *		
FORTIFIED SKIM	Qt	.1550 *		
" "	1/2 Gal.	.2631 *		
BUTTERMILK	½ Gal			
"	Qt.	.1701 *		
DUTCH CHOCOLATE MILK	Qt	.1926 *		
CHOCOLATE SHAKE	½ Pt			
HALF & HALF	Pt	.2344		
WHIPPING CREAM	½ Pt	.2707 *		
SOUR CREAM	16 oz			
"	8 oz	.2039 *		
SOUR CREAM DIP	8 oz	.2481 *		
YOGURT	8 oz	.1839		
TRIPLE WHIP	8 oz.	.4029		
r. Half & Half	Pt.	.3083 *		
EGG NOG	Qt			
ORANGE	½ Gal			
"	Qt	.1510		
FRUIT PUNCH	½ Gal.			

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposit

Gallons [illegible] [illegible]

337X

EN COMPANY 17 7

ANTIC & PACIFIC TEA COMPANY Price Change No. 25

D AREA Effective May 10, 1965

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY -- CHICAGO METROPOLITAN REGI

410

3653

M O 2 Rev (10-60)

Price List of February 8, 1965

THE

PRICES TO THE

AREA NO 6 SUPPLEMENT

ROCK

3654

MILK

PRODUCTS	SIZE	3-Day/Drop Delivery All Stores
HOMO V.D. MILK	Gal	.5647 *
" " "	½ Gal	.3035 *
" " "	Qt	.1701
omo V.D. Paper	Gal.	.6070 *
GAIL BORDEN	½ Gal	
GOLD-N-DEL 2%	½ Gal	.2744 *
FORTIFIED SKIM	Qt	.1550 *
" "	1/2 Gal.	.2637 *
BUTTERMILK	½ Gal	
"	Qt.	.1701
DUTCH CHOCOLATE MILK	Qt	.1926 *
CHOCOLATE SHAKE	½ Pt	
HALF & HALF	Pt	.2344
WHIPPING CREAM	½ Pt.	.2707 *
SOUR CREAM	16 oz	
" "	8 oz.	.2039 *
SOUR CREAM DIP	8 oz.	.2481 *
YOGURT	8 oz	.1839
TRIPLE WHIP	8 oz.	.4029
Half & Half	Pt.	.3083 *
EGG NOG	Qt	
ORANGE & Fruit Drinks	½ Gal	.2738 *
"	Qt	.1510
XXSXXPUNCH	XXGX.	

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposit

Gallons ½ Gallons Quarts

BORDEN COMPANY

GREAT ATLANTIC & PACIFIC TEA COMPANY

ISLAND AREA

Price Change No. 26

Effective June 3, 1965

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

M. O. 2 Rev. 110.601

Price List of February 8, 1965

THE

PRICES TO THE G

AREA NO 6 SUPPLEMENT

ROCK

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores	
HOMO V.D. MILK	Gal	.5639 *	
" " "	½ Gal	.3031 *	
" " "	Qt	.1699 *	
Homo V.D. Paper	Gal.	.6062 *	
GAIL BORDEN	½ Gal		
GOLD-N-DEL 2%	½ Gal	.2740 *	
FORTIFIED SKIM	Qt.	.1548 *	
" "	1/2 Gal.	.2627 *	
BUTTERMILK	½ Gal		
"	Qt.	.1699 *	
DUTCH CHOCOLATE MILK	Qt.	.1924 *	
CHOCOLATE SHAKE	½ Pt		
HALF & HALF	Pt	.2404 *	
WHIPPING CREAM	½ Pt.	.2705 *	
SOUR CREAM	16 oz.		
" "	8 oz.	.2037 *	
SOUR CREAM DIP	8 oz.	.2479 *	
YOGURT	8 oz	.1839	
TRIPLE WHIP	8 oz.	.4029	
Sr. Half & Half	Pt.	.3081 *	
EGG NOG	Qt.		
ORANGE & Fruit Drinks	½ Gal	.2738	
"	Qt	.1510	
~~FRUIT PUNCH~~	~~½ Gal.~~		

3378

* Asterisk denotes price change.

: Asterisks denotes new authorization

Bottle Deposits:

Gallons ____ ½ Gallons ____ Quarts

BORDEN COMPANY

REAT ATLANTIC & PACIFIC TEA COMPANY

SLAND AREA

F 7 9

Price Change No. 27

Effective June 7, 1965

These prices are available to all on a proportionally equal ba

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3655

3656

M O 2 Rev 110-601

Price List of July 12, 1965

AREA NO 6 SUPPLEMENT

THE

PRICES TO THE

ROCK

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores
HOMO V.D. MILK	Gal	.5795 *
" " "	½ Gal	.3109 *
" " "	Qt	.1738 *
Homo V.D. Paper	Gal.	.6218 *
GAIL BORDEN	½ Gal	
GOLD-N-DEL	½ Gal	.2818 *
FORTIFIED SKIM	Qt	.1587 *
" "	1/2 Gal.	.2705 *
BUTTERMILK	½ Gal	
"	Qt.	.1738 *
DUTCH CHOCOLATE MILK	Qt	.1963 *
CHOCOLATE SHAKE	½ Pt	
HALF & HALF	Pt	.2443 *
WHIPPING CREAM	½ Pt	.2744 *
SOUR CREAM	16 oz.	
" "	8 oz	.2076 *
SOUR CREAM DIP	8 oz.	.2518 *
YOGURT	8 oz	.1839
TRIPLE WHIP	8 oz.	.4029
Sr. Half & Half	Pt.	.3120 *
EGG NOG	Qt	
ORANGE & Fruit Drinks	½ Gal	.2738
"	Qt	.1510
FRUIT PUNCH	XXGX	

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposit

3381

BORDEN COMPANY

GREAT ATLANTIC & PACIFIC TEA COMPANY

ISLAND AREA

Price Change No. 28

Effective July 12, 1965

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

M. O. ? Rev. 110-60

Price List of July 12, 1965

AREA NO. 6 SUPPLEMENT

THE C

PRICES TO THE GREA

ROCK IS

MILK

PRODUCTS	SIZE	3-Day Drop Delivery All Stores
HOMO V.D. MILK	Gal.	.5795 *
" "	½ Gal.	.3109 *
" " "	Qt.	.1738 *
Homo V. D. Paper	Gal.	.6218
	[illegible]	[illegible]
GAIL BORDEN	½ Gal.	
GOLD-N-DEL 2%	½ Gal.	.2818 *
FORTIFIED SKIM	Qt.	.1587 *
" "	1/2 Gal.	.2705 *
BUTTERMILK	½ Gal.	
"	Qt.	.1738
DUTCH CHOCOLATE MILK	Qt.	.1963 *
CHOCOLATE SHAKE	½ Pt.	
Elsie Shake	1/2Pt.	.093 **
HALF & HALF	Pt.	.2443 *
WHIPPING CREAM	½ Pt.	.2744 *
SOUR CREAM	16 oz.	
" "	8 oz.	.2076 *
SOUR CREAM DIP	8 oz.	.2518 *
YOGURT	8 oz.	.1839
TRIPLE WHIP	8 oz.	.4029
Sr. Half & Half	Pt.	.3120 *
EGG NOG	Qt.	
ORANGE & Fruit Drink	½ Gal.	.2738
"	Qt.	.1510
~~FRUIT PUNCH~~	~~Gal.~~	

* Asterisk denotes price change.

** Asterisks denotes new authorization

Bottle Deposit

[illegible]

11

ORDEN COMPANY

T ATLANTIC & PACIFIC TEA COMPANY

LAND AREA

Price Change No. 29

Effective July 23, 1965

3657

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3658

Price List of

THE BO

PRICES TO THE GREAT

AREA NO. 6. SUPPLEMENT

ROCK

8/9 Thi

mi

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores
HOMO V.D. MILK	Gal	.5975 *
" " "	½ Gal	.3199 *
" " "	Qt	.1783 *
Homo V.D. Paper	Gal.	.6398 *
GAIL BORDEN	½ Gal	
GOLD-N-DEL	½ Gal	.2908 *
FORTIFIED SKIM	Qt	.1632 *
" "	1/2 Gal.	.2795 *
BUTTERMILK	½ Gal	
"	Qt	.1783 *
DUTCH CHOCOLATE MILK	Qt	.2008 *
CHOCOLATE SHAKE	½ Pt	
Elsie Shake	1/2 Pt.	.0930 *
HALF & HALF	Pt	.2488 *
WHIPPING CREAM	½ Pt	.2789 *
SOUR CREAM	6 oz	
" "	8 oz	.2121 *
SOUR CREAM DIP	8 oz	.2563 *
YOGURT	8 oz	.1839
TRIPLE WHIP	5 oz	.4029
Fr. Half & Half	Pt.	.3165 *
EGG NOG	Qt	
ORANGE & Fruit Drinks	½ Gal	.2738
"	Qt	.1510
~~XXXXXXXX~~	~~XXX~~	

* Asterisk denotes price change.

** Asterisks denotes new authorization

Bottle Deposits:

Gallons ½ Gallons Quarts

RDEN COMPANY

ATLANTIC & PACIFIC TEA COMPANY

ISLAND AREA

Price Change No. 30

Effective August 9, 1965

price advance due to increase cost of raw
k of 11¢ cwt. EJ

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

J. G. Parr

[illegible] Rev. 110.601

Price List of

AREA NO 6

SUPPLEMENT

THE BOR

PRICES TO THE GREAT

ROCK

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores	9/10 Thi Ca
HOMO V.D. MILK	Gal	.6011 *	
" " "	½ Gal	.3217 *	
" " "	Qt	.1792 *	
Homo V.D. Paper	Gal.	.6434 *	
GAIL BORDEN	½ Gal		
GOLD-N-DEL 2%	½ Gal	.2926 *	
FORTIFIED SKIM	Qt	.1641 *	
" "	1/2 Gal.	.2813 *	
BUTTERMILK	½ Gal		
"	Qt	.1792 *	
DUTCH CHOCOLATE MILK	Qt	.2017 *	
CHOCOLATE SHAKE	½ Pt		
Elsie Shake	1/2 Pt.	.0930	
HALF & HALF	Pt	.2497 *	
WHIPPING CREAM	½ Pt	.2798 *	
SOUR CREAM	16 oz		
" "	8 oz.	.2130 *	
SOUR CREAM DIP	8 oz.	.2572 *	
YOGURT	8 oz	.1839	
TRIPLE WHIP	8 oz	.4029	
St. Half & Half	Pt.	.3174 *	
EGG NOG	Qt		
ORANGE & Fruit Drinks	½ Gal	.2738	
"	Qt	.1510	
XXXXXXXXX	XXXX.		

* Asterisk denotes price change

Asterisk denotes new authorization

Bottle Deposit

Gallons ½ Gallons Quarts

DEN COMPANY

17 13

ATLANTIC & PACIFIC TEA COMPANY

SLAND AREA

Price Change No. 31

Effective September 7, 1965

[illegible] priced [illegible] due to increase of 4¢ cwt [illegible]
[illegible] producers price [illegible]

These prices are available to all on a proportionally equal basis.

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3659

M. O. 2 Rev. 170-601

Price List of

THE BO

PRICES TO THE GREA

ROC

AREA NO 6 SUPPLEMENT

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores
HOMO V.D. MILK	Gal	.6047 *
" " "	½ Gal	.3235 *
" " "	Qt	.1801 *
Homo V. D. Paper	Gal.	.6470 *
GAIL BORDEN	½ Gal	
GOLD-N-DEL	½ Gal	.2944 *
FORTIFIED SKIM	Qt	.1650 *
" "	1/2 Gal.	.2831 *
BUTTERMILK	½ Gal	
"	Qt	.1801 *
DUTCH CHOCOLATE MILK	Qt	.2026 *
CHOCOLATE SHAKE	½ Pt	
Elsie Shake	1/2 Pt.	
HALF & HALF	Pt	.2506 *
WHIPPING CREAM	½ Pt.	.2807 *
SOUR CREAM	16 oz.	
" "	8 oz.	.2139 *
SOUR CREAM DIP	8 oz.	.2581 *
YOGURT	8 oz	.1839
TRIPLE WHIP	8 oz	.4029
Sr. Half & Half	Pt.	.3183 *
EGG NOG	Qt	
ORANGE & Fruit Drinks	½ Gal	.2733
"	Qt.	.1510
[illegible]	[illegible]	

* Asterisk denotes price change.

** Asterisks denotes new authorization

Bottle Deposit:

Gallons ½ Gallons Quarts

3325

ORDEN COMPANY

T ATLANTIC & PACIFIC TEA COMPANY

K ISLAND AREA

14

Price Change No. 32

Effective October 11, 1965

Ex - Stanken Copy
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These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

M.O. 2 Rev. (10-60)
Price List 4

THE BO

PRICES TO THE GREAT

AREA NO 6 SUPPLEMENT

ROCK

[illegible]

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores
HOMO V D MILK	Gal	.6091 *
" "	½ Gal	.3257 *
" " "	Qt	.1812 *
[illegible] V. D. Paper	Gal.	.6514 *
GAIL BORDEN	½ Gal	
GOLD-N-DEL 2%	½ Gal	.2966 *
FORTIFIED SKIM	Qt	.1661 *
" "	1/2 Gal.	.2853 *
BUTTERMILK	½ Gal	
"	Qt.	.1812 *
DUTCH CHOCOLATE MILK	Qt	.2037 *
CHOCOLATE SHAKE	½ Pt	
Elsie Shake	1/2 Pt.	
HALF & HALF	Pt.	.2517 *
WHIPPING CREAM	½ Pt	.2818 *
SOUR CREAM	16 oz	
" "	8 oz	.2150 *
SOUR CREAM DIP	8 oz	.2592 *
YOGURT	8 oz	.1839
TRIPLE WHIP	8 oz	.4029
St. Half & Half	Pt.	.3194 *
EGG NOG	Qt	
ORANGE & Fruit Drinks	Gal	.2738
"	Qt	.1510
~~XXXX XXXXX~~	~~XXXX.~~	

* Asterisk denotes price change
Asterisks denotes new authorization

Bottle Deposit:

Gallons ½ Gallons Quarts

RDEN COMPANY

ATLANTIC & PACIFIC TEA COMPANY

ISLAND AREA

Price Change No. 33 15

Effective November 8, 1965

3661

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

Price List of

PRICES TO THE GREAT

AREA NO 6 SUPPLEMENT

ROCK

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores Except	3-Day Drop De Davenport Clinton, Iowa
HOMO V D. MILK	Gal	.6091	.5772 *
" " "	½ Gal	.3257	.3330 *
" " "	Qt	.1812	.1850 *
Homo V. D. Paper	Gal.	.6514	.6660 *
GAIL BORDEN	½ Gal		
GOLD-N-DEL	½ Gal	.2966	.3103 *
FORTIFIED SKIM	Qt	.1661	.1702 *
" "	1/2 Gal.	.2853	.2923 *
BUTTERMILK	½ Gal		
"	Qt	.1812	.1887 *
DUTCH CHOCOLATE MILK	Qt	.2037	.2109 *
CHOCOLATE SHAKE	½ Pt		
Elsie Shake	1/2 Pt.		
HALF & HALF	Pt.	.2517	.2590 *
WHIPPING CREAM	½ Pt.	.2818	.2960 *
SOUR CREAM	16 oz		
" "	8 oz	.2150	.2294 *
SOUR CREAM DIP	8 oz	.2592	.2516 *
YOGURT	8 oz	.1839	.1837 *
TRIPLE WHIP	8 oz	.4029	.3626 *
r. Half & Half	Pt.	.3194	.3330 *
EGG NOG	Qt.		
ORANGE	½ Gal	.2738	.3034 *
"	Qt	.1510	.1528 *
[illegible]	XGal.		

* Asterisk denotes price change

Asterisks denotes new authorization

Bottle Deposit

Gallons ½ Gallon Quarts

3662

ATLANTIC & PACIFIC TEA COMPANY

ISLAND AREA

Price Change No. 34

Effective November. 15, 1965

These prices are available to all on a proportionately equal basis.

THE BORDEN COMPANY -- CHICAGO METROPOLITAN REGION

M O 2 Rev 10-60

Price List of

THE

PRICES TO TH

AREA NO 6 SUPPLEMENT

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores Except	3-Day Dr Davenpor Clinton Iowa
HOMO V D MILK	Gal	.6091 *	.5772
" "	½ Gal	.3257	.3330
" "	Qt	.1812 *	.1850
emo V. D. Paper	Gal.	.6514 *	.6660
GAIL BORDEN	½ Gal		
GOLD-N-DEL	½ Gal	.2966 *	.3103
FORTIFIED SKIM	Qt	.1661 *	.1702
" "	1/2 Gal.	.2853 *	.2923
BUTTERMILK	½ Gal		
"	Qt	.1812 *	.1837
DUTCH CHOCOLATE MILK	Qt	.2037 *	.21[illegible]
CHOCOLATE SHAKE	½ Pt		
Elsie Shake	1/2 Pt.		
HALF & HALF	Pt	.2517 *	.2590
WHIPPING CREAM	½ Pt	.2818 *	.2960
SOUR CREAM	16 oz		
" "	8 oz	.2150 *	.2294
SOUR CREAM DIP	8 oz.	.2592 *	.2516
YOGURT	8 oz	.1839	.1887
TRIPLE WHIP	8 oz	.4029	.3626
Half & Half	Pt.	.3194	.3330
EGG NOG	Qt	.3848 **	.3848
ORANGE	½ Gal	.2738	.3034
"	Qt.	.1510	.1623
XXXXX XXXXX	XXGal.		

* Asterisk denotes price change

** Asterisks denotes new authorization

Bottle Deposit

BORDEN COMPANY

GREAT ATLANTIC & PACIFIC TEA COMPANY

ROCK ISLAND AREA

Price Change No. 35

Effective November 17, 1965

Del.

3663

These prices are available to all on a proportionally equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

3664

AREA NO 6 . . SUPPLEMENT

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores Except
HOMO V.D. MILK	Gal	.6091
" " "	½ Gal	.3257
" " "	Qt	.1812
Homo V. D. Paper	Gal.	.6514
GAIL BORDEN	½ Gal	
GOLD-N-DEL 2%	½ Gal	.2966
FORTIFIED SKIM	Qt	[illegible]
" "	1/2 Gal.	.2853
BUTTERMILK	½ Gal	
"	Qt	.1812
DUTCH CHOCOLATE MILK	Qt	.2037
CHOCOLATE SHAKE	½ Pt	
Elsie Shake	1/2 Pt.	
HALF & HALF	Pt.	.2517
WHIPPING CREAM	½ Pt.	.2818
SOUR CREAM	16 oz.	
" "	8 oz	.2150
SOUR CREAM DIP	8 oz.	.2592
YOGURT	8 oz.	.1839
TRIPLE WHIP	8 oz	.4029
Sr. Half & Half	Pt.	.3194
EGG NOG	Qt	
ORANGE	½ Gal	.2738
"	Qt	.1510
XXXX XXXXX	XXXX.	

* Asterisk denotes price change

** Asterisks denotes new authorization

Bottle Deposits:

Gallons . ½ Gallons . Quarts

PRICES TO THE GREAT ATLANTIC & PACIFIC TEA COMPANY

Price Change No 36

ROCK ISLAND AREA

Effective February 21, 1966

3-Day Drop Del. Davenport Clinton Iowa				
.5920				
.3330				
.1924 ✱				
.6660				
.3256 ✱				
.1776 ✱				
.3071 ✱				
.1961 ✱				
.2183 ✱				
.2664 ✱				
.3034 ✱				
.2442 ✱				
.2590 ✱				
.1837				
.3626				
.3330				
.3108 ✱				
.1702 ✱				

Schedule prices markups cover
these changes

These prices are available to all on a proportionately equal basis

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

M O 7 Rev 1-10-69

Price List of Borden Label

AREA NO 6 SUPPLEMENT

THE

PRICES TO THE G

RO

MILK PRODUCT	SIZE	3-Day Drop Delivery All Stores	3-Day Drop Davenport Clinton Iowa
HOMO V D. MILK	Gal.	.6091	.6216 *
" " "	½ Gal	.3257	.3478 *
" " "	Qt	.1812 *	.1924 *
omo V. D. Paper	Gal.	.6514 *	.6956 *
GAIL BORDEN	½ Gal		
GOLD-N-DEL 2%	½ Gal	.2966 *	.3256 *
FORTIFIED SKIM	Qt	.1661 *	.1776 *
" "	1/2 Gal.	.2853 *	.3071 *
BUTTERMILK	½ Gal		
"	Qt.	.1812 *	.1961
DUTCH CHOCOLATE MILK	Qt.	.2037 *	.2183 *
CHOCOLATE SHAKE	½ Pt		
Elsie Shake	1/2 Pt.		
HALF & HALF	Pt.	.2517 *	.2664 *
WHIPPING CREAM	½ Pt.	.2818 *	.3034 *
SOUR CREAM	16 oz.		
" "	8 oz.	.2150 *	.2442
SOUR CREAM DIP	8 oz.	.2592 *	.2590 *
YOGURT	8 oz	.1839	.1837
TRIPLE WHIP	8 oz	.4029	.3626 *
Half & Half	Pt.	.3194	.3330
EGG NOG	Qt.		
ORANGE	½ Gal	.2738	.3108 *
"	Qt.	.1510	.1702
XXX XXXXX	XXGal.		

* Asterisk denotes price change

** Asterisks denotes new authorization

Bottle Deposits:

Gallons . ½ Gallons Quarts

339

ORDEN COMPANY

REAT ATLANTIC & PACIFIC TEA COMPANY

OCK ISLAND AREA

Price Change No. 37

Effective March 28,, 1966

Del.

3665

THE BORDEN COMPANY — CHICAGO-METROPOLITAN REGION

PRICES TO THE GR

AREA NO 6 SUPPLEMENT ROC

3666

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores Except	3-Day Drop Davenport Clinton Iowa
HOMO V D. MILK	Gal	.6227 *	.6216
" " "	½ Gal.	.3325 *	.3478
" " "	Qt	.1846 *	.1924
emo V. D. Paper	Gal.	.6650 *	.6956 *
GAIL BORDEN	½ Gal		
GOLD-N-DEL 2%	½ Gal	.3034 *	.3256
FORTIFILD SKIM	Qt	.1695 *	.1776 *
" "	1/2 Gal.	.2921 *	.3071
BUTTERMILK	½ Gal		
"	Qt	.1846 *	.1961
DUTCH CHOCOLATE MILK	Qt.	.2071 *	.2183
CHOCOLATE SHAKE	½ Pt		
Elsie Shake	1/2 Pt.		
HALF & HALF	Pt	.2551 *	.2664
WHIPPING CREAM	½ Pt	.2852 *	.3034 *
OUR CREAM	16 oz		
"	8 oz	.2184 *	.2442
OUR CREAM DIP	8 oz	.2626 *	.2590
OGURT	8 oz	.1839	.1837
RIPLE WHIP	8 oz	.4029	.3626
Half & Half	Pt.	.3228 *	.3330
GG NOG	Qt		
RANGE	½ Gal	.2738	.3108
"	Qt	.1510	.1702
XXXXXXX	XXGal.		

* Asterisk denotes price change.

Asterisks denotes new authorization

Bottle Deposits

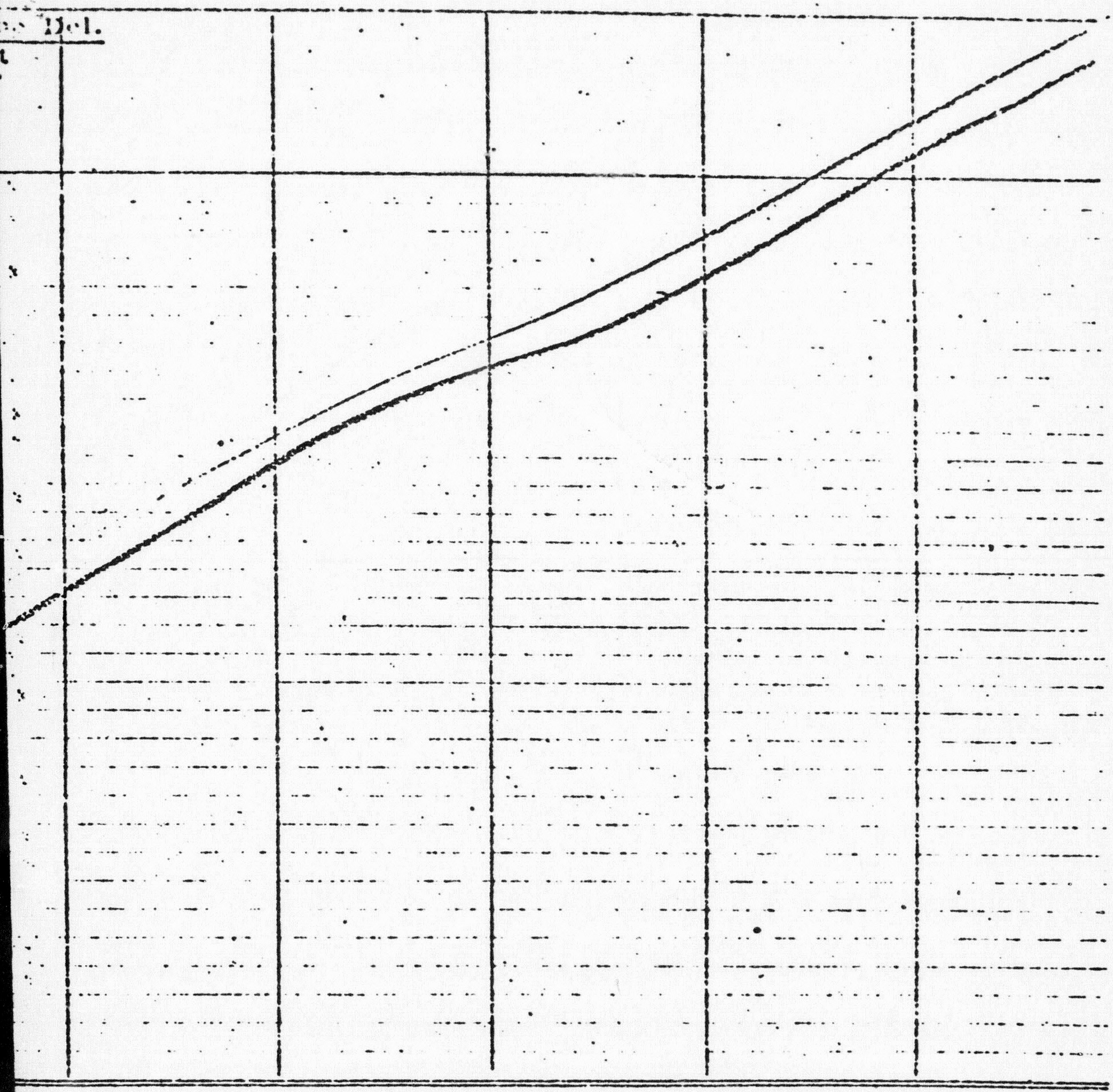
3397

Gallons ½ Gallons Quarts

E GREAT ATLANTIC & PACIFIC TEA COMPANY

ROCK ISLAND AREA

Effective April 11, 1966



S. O. Rev. (10-60)

Price List of Borden Label

AREA NO. 6 SUPPLEMENT

THE B

PRICES TO THE GR

ROC

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Stores Except	3-Day Drop Davenport Clinton Iowa
HOMO V.D. MILK	Gal	.6195 *	.6216
" " "	½ Gal	.3309 *	.3478
" " "	Qt	.1838 *	.1924
omo V. D. Paper	Gal.	.6618 *	.6956
GAIL BORDEN	½ Gal		
GOLD-N-DEL	½ Gal	.3018 *	.3256
FORTIFIED SKIM	Qt	.1687 *	.1776
" "	1/2 Gal.	.2905 *	.3071
BUTTERMILK	½ Gal		
"	Qt	.1838 *	.1967
DUTCH CHOCOLATE MILK	Qt	.2063 *	.2183
CHOCOLATE SHAKE	½ Pt		
Elsie Shake	1/2 Pt.		
HALF & HALF	Pt	.2543 *	.2664
WHIPPING CREAM	½ Pt	.2844 *	.3034
SOUR CREAM	16 oz		
" "	8 oz	.2176 *	.2442
SOUR CREAM DIP	8 oz	.2618 *	.2590
YOGURT	8 oz	.1839	.1887
TRIPLE WHIP	8 oz	.4029	.3626
Half & Half	Pt.	.3220 *	.3330
EGG NOG	Qt		
ORANGE	½ Gal	.2738	.3108
"	Qt	.1510	.1702
XXXX XXXXX	XXX		

* Asterisk denotes price change.

(W) Asterisks denotes new authorization

(W) Dep

ORDEN COMPANY

AT ATLANTIC & PACIFIC TEA COMPANY

K ISLAND AREA

Price Change No. 39

Effective May 9, 1966

Del.				

3667

THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

O.c.T.

[illegible]

PRICES TO THE GR

AREA NO 6 SUPPLEMENT

ROC

3668

MILK PRODUCTS	SIZE	3-Day Drop Delivery All Store Except	3-Day Drop Davenport Clinton Iowa
HOMO V.D. MILK	Gal	.6203 *	.6216
" " "	1/2 Gal	.3313 *	.3478
" " "	Qt	.1840 *	.1924
Homo V. D. Paper	Gal.	.6626 *	.6956
GAIL BORDEN	1/2 Gal		
GOLD-N-DEL	1/2 Gal	.3022 *	.3256
FORTIFIED SKIM	Qt	.1689 *	.1776
" "	1/2 Gal.	.2909 *	.3071
BUTTERMILK	1/2 Gal		
"	Qt	.1840 *	.1961
DUTCH CHOCOLATE MILK	Qt	.2065 *	.2183
CHOCOLATE SHAKE	1/2 Pt		
Elsie Shake	1/2 Pt.		
HALF & HALF	Pt	.2545 *	.2664
WHIPPING CREAM	1/2 Pt	.2846 *	.3034
SOUR CREAM	16 oz		
" "	8 oz	.2178 *	.2442
SOUR CREAM DIP	8 oz	.2620 *	.2590
YOGURT	8 oz	.1839	.1887
TRIPLE WHIP	8 oz	.4029	.3626
r. Half & Half	Pt.	.3222 *	.3330
EGG NOG	Qt		
ORANGE	1/2 Gal	.2738	.3108
"	Qt	.1510	.1702
[illegible]	[illegible]		

* Asterisk denotes price change

Asterisks denotes new authorization

33/2

Bottle Deposit

Gallons 1/2 Gallons Quarts

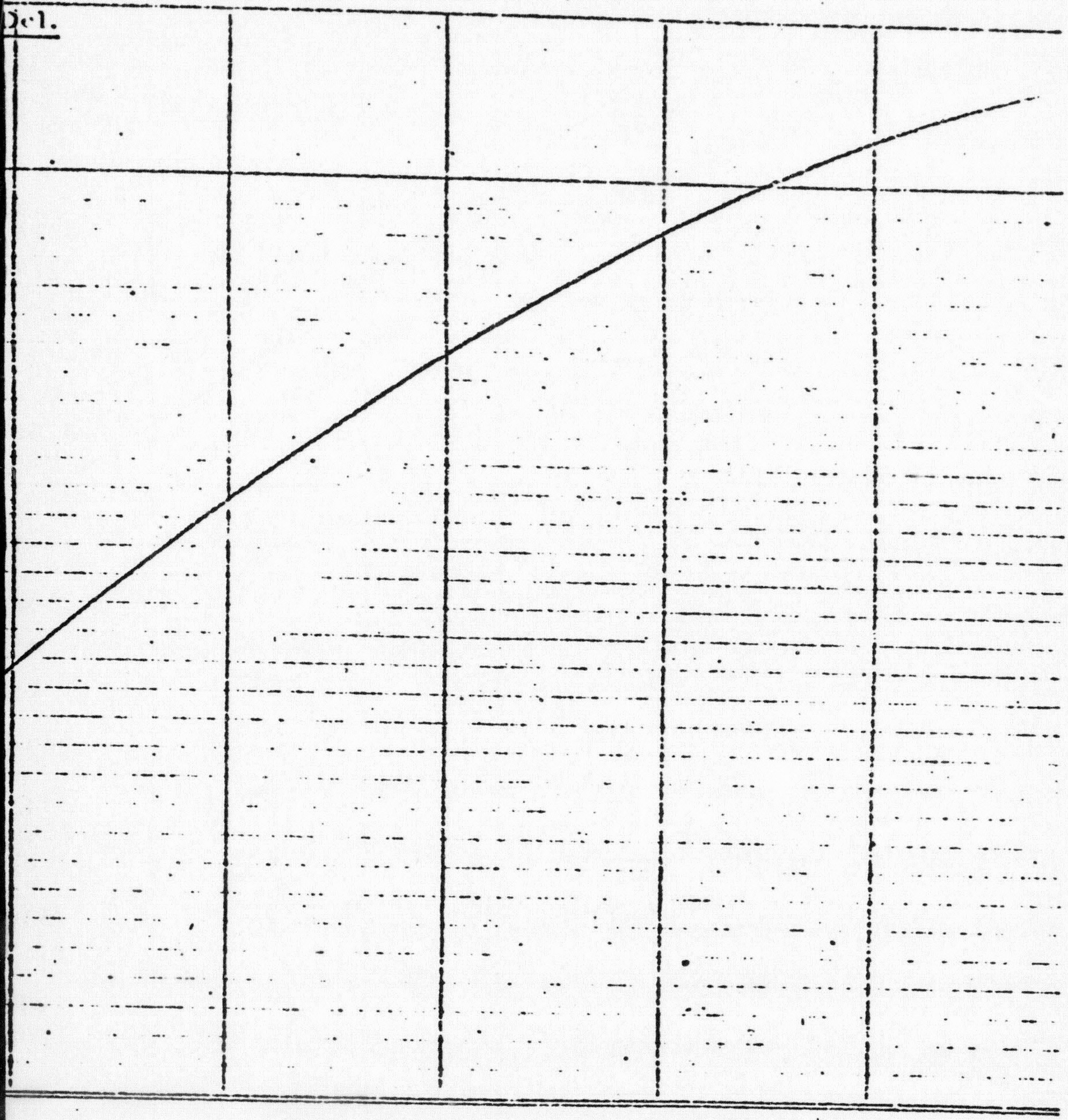
X

EAT ATLANTIC & PACIFIC TEA COMPANY

CK ISLAND AREA

Price Change No. 40

Effective June 6, 1966



THE BORDEN COMPANY — CHICAGO METROPOLITAN REGION

CX 182 A

A & P PRIVATE LABEL PURCHASES FROM BORDEN DURING AUGUST 1966 IN CHICAGO & SUBURBS AREA

Total Purchases (11 products)	$169,934
A & P cost if it had purchased at Borden list prices	273,100
Discount Rate	37.8%

Source: Borden Company Weekly Billings of A & P Store Summaries for Chicago and Suburbs Area and CIB 89Z 212-214.

A & P PRIVATE LABEL PURCHASES FROM BORDEN DURING OCTOBER 1966 IN GARY-HAMMOND AREA

Total Purchases (11 products)	$17,364
A & P cost if it had purchased at Borden list prices	27,995
Discount Rate	38.0%

Source: Borden Company Weekly Billings of A & P Store Summaries for Gary-Hammond Area and CIB 89Z 30, 31.

CX 1827

Comparative Average Weekly Net Sales of All Items by Borden, Inc., to Selected Customers.

October 1966 Through March 1967

City	Store	Average Weekly Net Sales	Six Months Net Sales
Gary, Indiana	A & P # 273	$ 670	$17,429
	A & P # 275	516	13,415
	A & P # 317	969	25,197
	A & P # 318	686	17,846
	A & P # 386	667	17,343
	Southtown Market 1/	136	3,549
	Joseph Tittle & Son, Inc.:		
	Lake Street	695	18,063
	Village Court	577	15,007
	Wilco Food Center	1,930	50,183
Hammond, Indiana	A & P # 325	379	9,849
	A & P # 354	1,089	28,312
	A & P # 377	1,043	27,130
	Burger's Market	1,618	42,063
	Dick's Market 2/	259	3,887
	Model Food Center	838	21,787
	Joseph Tittle & Son, Inc.:		
	Highland	605	15,738
	Hohman Avenue 1/	840	21,847
	Wallies Market	862	22,416
Valparaiso, Indiana	A & P # 341	733 3/	18,321 3/
	Joseph Tittle & Son, Inc.	2,509	65,231

1/ Company ceased operations after April 1, 1967.

2/ Company ceased operations after January 14, 1967.

3/ Does not include week ending Dec. 31, 1966 since Borden Invoice was not available.

Comparative Average Weekly Net Sales of All Items by Borden, Inc., To Selected Customers

June 1969 Through March 1970

City	Store	Average Weekly Net Sales	Ten Months Net Sales
Gary, Indiana	A & P #273	$ 727	$ 31,244
	A & P #275	662	28,460
	A & P #317	1,194	51,324
	A & P #318	583	25,084
	A & P #386	760	32,668
	Joseph Tittle & Son, Inc:		
	Lake Street	862	37,053
	Village Court	1,035	44,494
	Wilco Food Center	2,228	95,821
Hammond, Indiana	A & P #325	489	21,036
	A & P #354	1,205	51,819
	A & P #377	1,009	43,377
	Burger's Market	2,587	111,243
	Model Food Center	869	37,382
	Joseph Tittle & Son, Inc: Highland	683	29,363
	Wallies Market 1/	633	16,468
Valparaiso, Indiana	A & P #341	831	35,740
	Joseph Tittle & Son, Inc.	3,235	139,105

1/ Company discontinued buying from Borden December 1, 1969.

CX 182 B
7/11/72

Value of Sales and Discounts to Borden Retail Store Customers of O'Hare Branch in Chicago Metropolitan Area Purchasing More Than $800.00 of Milk Products During February 1966

Customer and Address	Route No.	Store No.	Dollar Amount Of Sales	Dollar Amount Of Rebate Paid By Borden	Discount Rate
Forest Food Mart, Park Ridge (Paul Rogers)	2W	30	$1,114.80	$ 205.12	18.4%
Gene's Food Shop, 7101 W. Belmont Ave.	2W	125	1,153.53	230.71	20.0
Mayfair Foods, 9655 Franklin, Franklin Park	3W	107	2,736.87	818.45	29.9
Strickland Foods, Harrison & Wolf, Hillside	3W	159	1,207.91	277.64	23.0
Misicka's Foods, 1412 S. 5th Ave., Maywood	3W	139	1,678.83	None	
Floom Bros., 947 Wellington	4W	287	936.65	None	
Barney Trainor, 538 Spring Rd., Elmhurst	6W	234	868.36	194.75	22.4
Cardinal Store, 1418 W. 55 St., La Grange (Dick Herman)	8W	97	1,281.55	269.13	21.0
Spot Lite Market, Gary & Army Trail Rd., Bartlett (Earl Tedrahn)	8W	49	1,085.76	238.87	22.0
Joe Michalowski, 2700 W. 24 Place	10W	52	1,572.70	352.03	22.4
Robert Battali, 1010 S. Western Ave.	10W	138	1,181.60	248.14	21.0
Bruno Nalepa, 650 N. Wood St.	11W	246	929.15	117.33	12.6
Bill's Market, 6649 N. Clark St. (Wm. Kolozik)	12W	194	1,316.68	329.20	25.0
Greenview Fruit, 1509 Jarvis	12W	228	1,214.03	None	
Strickland, 721 Lake St., Oak Park	13W	256	1,165.28	268.01	23.0
Theresa Crispino, 700 N. Kedzie Ave.	15W	191	1,093.76	225.15	20.6
Reliable Sales Co., 1018 W. Madison (Jos. Berlin)	15W	140	855.98	129.24	15.1

CX183A

Customer and Address	Route No.	Store No.	Dollar Amount Of Sales	Do Am Of Pa Bo
Madison LaVeigne Food Mart, 5010 W. Madison St.	18W	212	$1,439.72	N
Mr. Central, 4920 W. 14 Ave., Cicero (Roy & Harold Bocumos)	18W	203	3,442.98	
Congress Food, 500 S. Laramie (George Voutsinas)	18W	75	1,070.81	
Centrella Store, 128 Chicago Ave. Oak Park (James Cox)	18W	90	2,269.72	
Blanche's Foods, 2300 N. Mango Ave. (Stephen Cwiak)	19W	44	918.00	
Bel Park Foods, 4762 W. Belmont Ave. (Stanley Skoczen)	19W	11	1,357.02	
Edward Marszaick, 2100 N. Hayne Ave.	20W	133	1,185.09	

Source: Borden Route Books, CIB 52 through 69, and Rebate Memoranda, CIB

A & P Private Label Purchases From Borden During February 19
in Chicago and Suburbs Area

Total Purchases	$125,1
A & P cost if it had purchased at Borden list prices	197,3
Discount Rate	36.

Source: CIX 8 H 36-38, 40; CIB 89Z-195, 89Z-199.

-2-

183B

BEST COPY AVAILABLE

Value of Sales and Discounts to Borden Retail Store Customers of O'Hare Branch in Chicago Metropolitan Area Purchasing More Than $800.00 of Milk Products During March 1966

Customer and Address	Route No.	Store No.	Dollar Amount Of Sales	Dollar Amount Of Rebate Paid By Borden	Discount Rate
Forest Food Mart, Park Ridge (Paul Rogers)	2W	30	$1,174.73	$ 216.15	18.4%
Gene's Food Shop, 7101 W. Belmont Ave.	2W	125	1,266.40	341.93	27.0
Mayfair Foods, 9655 Franklin, Franklin Park	3W	107	3,056.25	915.75	30.0
Strickland Foods, Harrison & Wolf, Hillside	3W	159	1,370.82	315.26	23.0
Misicka's Foods, 1412 S. 5th Ave., Maywood	3W	139	1,854.04	None	
Floom Bros., 947 Wellington	4W	287	1,104.55	None	
Barney Trainor, 538 Spring Rd., Elmhurst	6W	234	930.31	210.38	22.6
Cardinal Store, 1418 W. 55 St., LaGrange, (Dick Herman)	8W	97	1,636.18	343.60	21.0
Spot Lite Mkt., Gary & Army Trail Rd., Bartlett (Earl Tedrahn)	8W	49	1,235.05	271.71	22.0
Jos. Michalowski, 2700 W. 24 Place	10W	52	1,853.77	398.05	21.5
Robert Battali, 1010 S. Western Ave.	10W	138	1,336.70	280.71	21.0
Jos. Berlin & Son, 1018 W. Madison St.	10W	140	1,014.86	150.45	14.8
Bruno Nalepa, 650 N. Wood St.	11W	246	1,014.57	131.89	13.0
Edward Truty, 1404 N. Greenview Ave.	11W	199	964.18	151.80	15.7
Theresa Crispino, 700 N. Kedzie Ave.	11W 15W	191	1,220.22	252.15	20.7
Greenview Fruit, 1509 Jarvis	12W	228	1,399.29	None	
Bill's Market, 6649 N. Clark St. (Wm. Kolozik)	12W	194	1,297.92	324.86	25.0

Customer and Address	Route No.	Store No.	Dollar Amount Of Sales	Dollar Amount Of Rebate Paid By Borden	Disc Ra
Peterson's Foods, 5423 W. Devon Ave.	14W	94	$ 890.97	$ 115.83	13.
Joe Milecki, 1620 Greenleaf, Evanston	14W	221	810.16	162.03	20.
Bill's Market, 1800 Dempster, Evanston (Grocer Land, Wm. Kolozik)	14W	2	893.24	223.61	25.
Madison LaVeigne Food Mart, 5010W. Madison St.	18W	212	1,580.71	None	
Mr. Central, 4920 W. 14th Ave., Cicero	1W 13W 18W	203	3,694.63	892.41	24.
Congress Food, 500 S. Laramie (George Voutsinas)	18W	75	1,135.48	232.99	20.
Centrella Store, 128 Chicago Ave., Oak Park (James Cox)	18W	90	2,661.91	607.26	22.
Strickland, 721 Lake St., Oak Park	13W 18W	256	1,162.93	267.48	23.
Blanche's Foods, 2300 N. Mango Ave. (Stephen Cwiak)	19W	44	966.77	136.45	14.
Bel Park Foods, 4762 W. Belmont Ave. (Stanley Skoczen)	19W	11	1,443.43	292.43	20.
Edward Marszaick, 2100 N. Hayne Ave.	20W	133	1,313.03	189.23	14.

Source: Borden Route Books, CIB 70 through 87, and Rebate Memoranda, CIB 88A-62 through 88A-139.

A & P Private Label Purchases From Borden During March 1966 in Chicago and Suburbs Area

Total Purchases	$155,410
A & P cost if it had purchased at Borden list prices	244,988
Discount rate	36.6%

Source: CIX 8H 39, 41-44; CIB 89Z-199.

CX185

Comparison of Borden Company Weekly Billings, by Point Value, of Products Covered by the Private Label Arrangement Purchased by A & P in Chicago and Suburbs Area Under Both Private Label and Borden Label during Selected Periods from November 1965 to December 1968.

Week Ending	Private Label Products Purchased	Percent of Total	Borden Label Purchases of Identical Products	Percent of Total	Total Points
11/20/65	169,047	47.9%	183,659	52.1%	352,706
12/11/65	162,232	45.4	195,451	54.6	357,683
1/8/66	240,518	59.9	161,028	40.1	401,546
2/5/66	212,851	61.4	134,065	38.6	346,916
3/5/66	192,454	58.7	135,379	41.3	327,833
4/9/66	207,802	59.1	143,958	40.9	351,760
5/7/66	243,574	60.5	159,254	39.5	402,828
6/11/66	243,544	61.7	151,339	38.3	394,883
7/9/66	220,391	62.9	130,093	37.1	350,484
8/6/66	258,128	63.0	151,403	37.0	409,531
9/3/66	270,465	63.9	152,978	36.1	423,443
10/8/66	357,168	100.0	2 (CR)	0	357,166
10/22/66	386,339	100.0	0	0	386,339
11/5/66	385,318	99.9	91	.1	385,409
11/19/66	389,621	99.9	393	.1	390,014
12/10/66	375,291	100.0	11	0	375,302
12/24/66	440,018	99.9	58	.1	440,076
1/7/67	368,007	99.9	339	.1	368,346
1/21/67	357,621	99.9	150	.1	357,771
2/4/67	428,060	98.1	8,094	1.9	436,154
2/18/67	382,858	99.9	108	.1	382,966
3/4/67	377,707	99.9	32	.1	377,739
3/25/67	381,050	99.9	419	.1	381,469
4/1/67	324,030	99.9	21	.1	324,051
4/15/67	351,751	99.9	26	.1	351,777
4/22/67	336,263	99.9	61	.1	336,324
5/6/67	331,876	99.6	1,371	.4	333,247
5/20/67	309,122	99.8	352	.2	309,474
6/10/67	368,963	99.9	154	.1	369,117
6/24/67	363,321	99.9	161	.1	363,482
7/8/67	340,751	99.9	32	.1	340,783
7/22/67	351,453	100.0	16	0	351,469
8/5/67	363,149	99.9	111	.1	363,260
8/19/67	355,105	99.9	132	.1	355,237
9/9/67	341,615	99.9	24	.1	341,639
10/7/67	407,627	100.0	0	0	407,627
11/4/67	397,112	100.0	0	0	397,112
12/9/67	405,175	100.0	0	0	405,175
1/6/68	369,142	100.0	0	0	369,142
2/10/68	355,587	100.0	0	0	355,587
3/9/68	346,929	100.0	0	0	346,929
4/6/68	327,581	100.0	0	0	327,581
5/4/68	238,651	100.0	0	0	238,651
6/8/68	320,189	100.0	0	0	320,189
7/6/68	314,434	100.0	0	0	314,434
8/10/68	295,361	100.0	0	0	295,361
9/7/68	288,872	100.0	0	0	288,872
10/5/68	325,757	100.0	0	0	325,757
11/9/68	313,700	100.0	0	0	313,700
12/7/68	334,357	100.0	0	0	334,357

Source: Borden Company Weekly Billings of A & P Store Summaries for Chicago and Suburbs Area.

185

Summary Tabulation Showing Dollar Amount and Percentage of Di of Common Items 1/by Borden, Inc. to A&P Stores and Certain Com and Valparaiso, Indiana, during Periods of October 1966-March 19

Customer - Address	October 1966-March 1967 Dollar Discrimination	Percent of Discrimination
Burger's Market, Hammond, Indiana	$ 3,468.77	14.0%
Model Food Center, Hammond, Indiana	2,297.97	22.5
Joseph Tittle & Sons, Inc.		
Highland, Hammond, Indiana	1,397.81	12.4
Hohman Avenue, Hammond, Indiana	1,828.35	13.0
Lake Street, Gary, Indiana	1,571.13	12.9
Village Court, Gary, Indiana	1,403.95	12.5
Valparaiso, Indiana	7,603.75	17.5
Total Tittle Stores	$13,804.99	15.0%
Wallies Market, Hammond, Indiana	$ 2,193.53	17.5%
Wilco Food Center, Gary, Indiana	4,550.15	14.5

1/ Only private label products considered in A & P Purchases.

2/ Store ceased operations after April 1, 1967.

3/ Company discontinued purchasing from Borden, Inc. December 1, 1969.

ercentage of Discrimination on Billings
and Certain Competitors in Gary, Hammond,
r 1966-March 1967 and June 1969-March 1970

	June 1969-March 1970	
nt of ination	Dollar Discrimination	Percent of Discrimination
.0%	$11,506.15	15.7%
.5	4,138.93	16.3
.4	1,335.56	5.9
.0	2/	2/
.9	1,939.30	6.4
.5	1,845.32	5.0
.5	6,984.77	6.7
.0%	$12,104.95	6.3%
.5%	$ 2,203.66 3/	17.6%
.5	4,433.84	6.6

Final

, 1969.

CX187
Rev 8/8/73

final

BURGER'S MARKET

Summary of Price Discriminations, by Month, of Billings of Common Items 1/, by Borden, Inc., to A & P Stores and Burger's Market, both of Hammond, Indiana, During Periods of October 1966-March 1967 and June 1969-March 1970.

Month	Total Net Billing to Burger's	Billing If Burger's Had Been Charged A & P Prices	Dollar Discrimination	Percent of Discrimination
October 1966	$ 3,369.42	$ 2,959.01	$ 410.41	13.9%
November 1966	3,671.72	3,231.25	440.47	13.6
December 1966	5,649.86	5,100.81	549.05	10.8
January 1967	4,073.90	3,556.43	517.47	14.6
February 1967	5,552.47	4,853.47	699.00	14.4
March 1967	5,843.63	4,991.26	852.37	17.1
Six Months Total	$28,161.00	$24,692.23	$ 3,468.77	14.0%
June 1969	$ 6,374.82	$ 5,505.07	$ 869.75	15.8%
July 1969	6,060.41	5,177.47	882.94	17.1
August 1969	6,861.50	5,889.51	971.99	16.5
September 1969	7,091.56	6,160.45	931.11	15.1
October 1969	8,516.32	7,423.24	1,093.08	14.7
November 1969	13,507.75	11,855.74	1,652.01	13.9
December 1969	11,422.82	9,788.36	1,634.46	16.7
January 1970	9,965.25	8,519.60	1,445.65	17.0
February 1970	7,400.67	6,309.72	1,090.95	17.3
March 1970	7,639.45	6,705.24	934.21	13.9
Ten Months Total	$84,840.55	$73,334.40	$11,506.15	15.7%

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda for periods of October 1966-March 1967 and June 1969-March 1970.

1/ Only Private Label Products Considered in A & P Purchases.

CX 188 A

final

BURGER'S MARKET

Comparison of Net Sales of Common Items Used in Commission's Tabulations, by Month, to Total Sales of all Items sold to Burger's Market, Hammond, Indiana, by Borden, Inc., During Periods of October 1966-March 1967 and June 1969-March 1970.

Month	Borden Net Sales of All Items	Borden Net Sales of Common Items	Percent Of Common Items To All Items
October 1966	$ 5,104.54	$ 3,369.42	66.0%
November 1966	5,538.99	3,671.72	66.3
December 1966	8,509.55	5,649.86	66.4
January 1967	5,924.23	4,073.90	68.8
February 1967	7,963.08	5,552.47	69.7
March 1967	9,022.86	5,843.63	64.8
Six Months Total	$ 42,063.25	$ 28,161.00	67.0%
June 1969	$ 8,975.65	$ 6,374.82	71.0%
July 1969	9,168.49	6,060.41	66.1
August 1969	10,089.92	6,861.50	68.0
September 1969	9,223.35	7,091.56	76.9
October 1969	11,146.98	8,516.32	76.4
November 1969	16,578.63	13,507.75	81.5
December 1969	13,698.71	11,422.82	83.4
January 1970	12,357.83	9,965.25	80.6
February 1970	9,864.75	7,400.67	75.0
March 1970	10,138.90	7,639.45	75.3
Ten Months Total	$111,243.21	$ 84,840.55	76.3%

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda

CX 188 B

[redacted]

	[redacted]	Homo		Choc.	[redacted]	Buttermilk	
Week Ended 10/8/66	[redacted]	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.3644	.1972	.2417	[redacted]	.3564	.1827
Burger's Net Price	[redacted]	.4093	.2193	.2578	[redacted]	.4093	.2193
Percent of Discrimination	[redacted]	12.3	11.2	6.7	[redacted]	14.8	20.0

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	$ 904.65
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	800.69
Dollar Discrimination (Overcharge)	[redacted]	103.96
Percent of Discrimination (Overcharge)	[redacted]	13.0

Week Ended 10/15/66							
A & P Price - Hammond	[redacted]	.3592	.1946	.2391	[redacted]	.3512	.1801
Burger's Net Price	[redacted]	.4093	.2193	.2578	[redacted]	.4093	.2193
Percent of Discrimination	[redacted]	13.9	12.7	7.8	[redacted]	16.5	21.8

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	$ 781.25
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	683.09
Dollar Discrimination (Overcharge)	[redacted]	98.16
Percent of Discrimination (Overcharge)	[redacted]	14.4

Note: Percentages based on price differences divided by lowest price.
( ) indicates those products on which A & P Store does not receive lowest price.

[redacted]

PAPER

2% ½ Gal.	Fort. Skim ½ Gal.	Fort. Skim Qt.	Whip Cream ½ PT	H & H Pt.	[redacted]	[redacted]	[redacted]	[redacted]
.3304	.3354	.1667	.2907	.2707	[redacted]	[redacted]	[redacted]	[redacted]
.3886	.3886	.2117	.3143	.3068	[redacted]	[redacted]	[redacted]	[redacted]
17.6	15.9	27.0	8.1	13.3	[redacted]	[redacted]	[redacted]	[redacted]
.3382	.3302	.1647	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]
.3886	.3886	.2117	.3143	.3068	[redacted]	[redacted]	[redacted]	[redacted]
14.9	17.7	28.5	9.1	14.4	[redacted]	[redacted]	[redacted]	[redacted]

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	[redacted]				[redacted]		
	[redacted]	Homo		Choc.	[redacted]	Buttermilk	
Week Ended 10/22/66	[redacted]	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.3592	.1946	.2391	[redacted]	.3512	.1801
Burger's Net Price	[redacted]	.4093	.2193	.2578	[redacted]	.4093	.2193
Percent of Discrimination	[redacted]	13.9	12.7	7.8	[redacted]	16.5	21.8

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	865.18
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	754.89
Dollar Discrimination (Overcharge)	[redacted]	110.29
Percent of Discrimination (overcharge)	[redacted]	14.6

Week Ended 10/29/66							
A & P Price - Hammond	[redacted]	.3612	.1956	.2401	[redacted]	.3532	.1811
Burger's Net Price	[redacted]	.4093	.2193	.2578	[redacted]	.4093	.2193
Percent of Discrimination	[redacted]	13.3	12.1	7.4	[redacted]	15.9	21.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	818.34
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	720.34
Dollar Discrimination (Overcharge)	[redacted]	98.00
Percent of Discrimination (Overcharge)	[redacted]	13.6

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PAPER

k	2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]
r.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]		
1801	.3382	.3302	.1647	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]
2193	.3886	.3886	.2117	.3143	.3068	[redacted]	[redacted]	[redacted]	[redacted]
8	14.9	17.7	28.5	9.1	14.4	[redacted]	[redacted]	[redacted]	[redacted]
1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]
2193	.3886	.3886	.2117	.3143	.3068	[redacted]	[redacted]	[redacted]	[redacted]
1	14.2	17.0	28.2	8.7	14.0	[redacted]	[redacted]	[redacted]	[redacted]

Week Ended 11/5/66	~~[illegible]~~ ~~Homo~~ ~~Gal.~~	Homo ½ Gal.	Homo Qt.	Choc. Qt.	~~[illegible]~~ ~~[illegible]~~ ~~[illegible]~~	Butte ½ Gal.
A & P Price - Hammond	~~.3600~~	.3612	.1956	.2401	~~.2700~~	.3532
Burger's Net Price	~~[illegible]~~	.4093	.2193	.2578	~~[illegible]~~	.4093
Percent of Discrimination	~~[illegible]~~	13.3	12.1	7.4	~~[illegible]~~	15.9

Total Net Billing to Burger's of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	922.63
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	808.90
Dollar Discrimination (overcharge)	~~[illegible]~~	113.73
Percent of Discrimination (Overcharge)	~~[illegible]~~	14.1

Week Ended 11/12/66						
A & P Price - Hammond	~~[illegible]~~	.3612	.1956	.2401	~~.2700~~	.3532
Burger's Net Price	~~[illegible]~~	.4093	.2193	.2578	~~[illegible]~~	.4093
Percent of Discrimination	~~[illegible]~~	13.3	12.1	7.4	~~[illegible]~~	15.9

Total Net Billing to Burger's of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	808.64
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	710.17
Dollar Discrimination (Overcharge)	~~[illegible]~~	98.47
Percent of Discrimination (overcharge)	~~[illegible]~~	13.9

PAPER									
rmilk	2%	Fort. Skim		Whip Cream	H & H	[illegible]		[illegible]	[illegible]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[illegible]	[illegible]	[illegible]	[illegible]
.1811	.3402	.3322	.1651	.2891	.2691	[illegible]	[illegible]	[illegible]	[illegible]
.2193	.3886	.3886	.2117	.3143	.3068	[illegible]	[illegible]	[illegible]	[illegible]
21.1	14.2	17.0	28.2	8.7	14.0	[illegible]	[illegible]	[illegible]	[illegible]

.1811	.3402	.3322	.1651	.2891	.2691	[illegible]	[illegible]	[illegible]	[illegible]
.2193	.3886	.3886	.2117	.3143	.3066	[illegible]	[illegible]	[illegible]	[illegible]
21.1	14.2	17.0	28.2	8.7	14.0	[illegible]	[illegible]	[illegible]	[illegible]

Week Ended 11/19/66	[redacted]	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	[redacted]	.3612	.1956	.2401	[redacted]	.3532	.1811
Burger's Net Price	[redacted]	.4093	.2193	.2578	[redacted]	.4093	.2193
Percent of Discrimination	[redacted]	13.3	12.1	7.4	[redacted]	15.9	21.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	863.86
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	762.28
Dollar Discrimination (Overcharge)	[redacted]	101.58
Percent of Discrimination (Overcharge)	[redacted]	13.3

Week Ended 11/26/66							
A & P Price - Hammond	[redacted]	.3592	.1946	.23[illegible]	[redacted]	.3512	.1801
Burger's Net Price	[redacted]	.4093	.2193	.2578	[redacted]	.4093	.2193
Percent of Discrimination	[redacted]	13.9	12.7	7.8	[redacted]	16.5	21.8

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,076.59
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	949.90
Dollar Discrimination (Overcharge)	[redacted]	126.69
Percent of Discrimination (Overcharge)	[redacted]	13.3.

PAPER										
ilk	2%	Fort. Skim		Egg Nog	Whip Cream	H & H	[redacted]		[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]
.1811	.3402	.3322	.1651	.4770	.2591	.2691	[redacted]	[redacted]	[redacted]	[redacted]
.2193	.3886	.3886	.2117	.4799	.3143	.3068	[redacted]	[redacted]	[redacted]	[redacted]
1.1	14.2	17.0	28.2	.6	8.7	14.0	[redacted]	[redacted]	[redacted]	[redacted]
.1601	.3382	.3302	.1641	.4570	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]
.2193	.3886	.3886	.2117	.4799	.3143	.3068	[redacted]	[redacted]	[redacted]	[redacted]
1.8	14.9	17.7	29.0	5.0	9.1	14.4	[redacted]	[redacted]	[redacted]	[redacted]

[redacted]

Week Ended 12/3/66	[redacted]	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	[redacted]	.3592	.1946	.2391	[redacted]	.3512	.1801
Burger's Net Price	[redacted]	.3945	.2113	.2485	[redacted]	.3945	.2113
Percent of Discrimination	[redacted]	9.8	8.6	3.9	[redacted]	12.3	17.3

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	943.85
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	857.06
Dollar Discrimination (Overcharge)	[redacted]	86.79
Percent of Discrimination (Overcharge)	[redacted]	10.1

Week Ended 12/10/66							
A & P Price - Hammond	[redacted]	.3592	.1946	.2391	[redacted]	.3512	.1801
Burger's Net Price	[redacted]	.3945	.2113	.2485	[redacted]	.3945	.2113
Percent of Discrimination	[redacted]	9.8	8.6	3.9	[redacted]	12.3	17.3

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	998.51
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	905.45
Dollar Discrimination (Overcharge)	[redacted]	93.06
Percent of Discrimination (Overcharge)	[redacted]	10.3

PAPER

2% ½ Gal.	Fort. Skim ½ Gal.	Fort. Skim Qt.	Whip Cream ½ Pt.	H & H Pt.	[illegible]	[illegible]	[illegible]	[illegible]	Egg Nog Qt.
.3382	.3302	.1641	.2881	.2681	[illegible]	[illegible]	[illegible]	[illegible]	.4570
.3746	.3746	.2041	.3029	.2957	[illegible]	[illegible]	[illegible]	[illegible]	.4620
10.8	13.4	24.4	5.1	10.3	[illegible]	[illegible]	[illegible]	[illegible]	1.2

.3382	.3302	.1641	.2881	.2681	[illegible]	[illegible]	[illegible]	[illegible]	.4570
.3746	.3746	.2041	.3029	.2957	[illegible]	[illegible]	[illegible]	[illegible]	.462[illegible]
10.8	13.4	24.4	5.1	10.3	[illegible]	[illegible]	[illegible]	[illegible]	1.2

Week Ended 12/17/66	[redacted]	Homo		Choc.	[redacted]	Butt
	[redacted]	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434
Burger's Net Price	[redacted]	.3945	.2113	.2485	[redacted]	.3945
Percent of Discrimination	[redacted]	12.3	10.8	5.7	[redacted]	14.9

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	995.33
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	889.26
Dollar Discrimination (Overcharge)	[redacted]	106.07
Percent of Discrimination (Overcharge)	[redacted]	11.9

Week Ended 12/24/66						
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434
Burger's Net Price	[redacted]	.3945	.2113	.2485	[redacted]	.3945
Percent of Discrimination	[redacted]	12.3	10.8	5.7	[redacted]	14.9

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,530.97
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,381.21
Dollar Discrimination (Overcharge)	[redacted]	149.76
Percent of Discrimination (Overcharge)	[redacted]	10.8

PAPER										
rmilk	2%	Fort. Skim		Egg Nog	Whip Cream	H & H	[redacted]		[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]
.1762	.3304	.3224	.1603	.4570	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]
.2113	.3746	.3746	.2041	.4626	.3029	.2957	[redacted]	[redacted]	[redacted]	[redacted]
19.9	13.4	16.2	27.4	1.2	6.6	11.9	[redacted]	[redacted]	[redacted]	[redacted]

.1762	.3304	.3224	.1602	.4570	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]
.2113	.3746	.3746	.2041	.4626	.3029	.2957	[redacted]	[redacted]	[redacted]	[redacted]
19.9	13.4	16.2	27.4	1.2	6.6	11.9	[redacted]	[redacted]	[redacted]	[redacted]

Week Ended 12/31/66	[redacted]	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Butte ½ Gal.
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434
Burger's Net Price	[redacted]	.3945	.2113	.2485	[redacted]	.3945
Percent of Discrimination	[redacted]	12.3	10.8	5.7	[redacted]	14.9

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,181.70
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1.067.83
Dollar Discrimination (Overcharge)	[redacted]	113.37
Percent of Discrimination (Overcharge)	[redacted]	10.6

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PAPER										
rmilk	2%	Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.1762	.3304	.3224	.1602	.4570	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.2113	.3746	.3746	.2041	.4626	.3029	.2957	.4834	.2485	[redacted]	[redacted]
19.9	13.4	16.2	27.4	1.2	6.6	11.9	.6	1.2.	[redacted]	[redacted]

	[redacted]	Homo		Choc.	[redacted]	Buttermilk		2%
Week Ended 1/7/67	[redacted]	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.	½ Gal.
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434	.1762	.3304
Burger's Net Price	[redacted]	.4024	.2155	.2535	[redacted]	.4024	.2155	.3820
Percent of Discrimination	[redacted]	14.5	13.0	7.8	[redacted]	17.2	22.3	15.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,103.72
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	964.84
Dollar Discrimination (Overcharge)	[redacted]	138.88
Percent of Discrimination (Overcharge)	[redacted]	14.4

Week Ended 1/14/67								
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434	.1762	.3304
Burger's Net Price	[redacted]	.4024	.2155	.2535	[redacted]	.4024	.2155	.3820
Percent of Discrimination	[redacted]	14.5	13.0	7.8	[redacted]	17.2	22.5	15.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	995.87
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	871.98
Dollar Discrimination (Overcharge)	[redacted]	123.89
Percent of Discrimination (Overcharge)	[redacted]	14.2

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	PAPER									
%	Fort. Skim		Egg Nog	Whip Cream	H & H		Sour Cream		~~[illegible]~~	~~[illegible]~~
al.	½ Gal.	Qt.	Qt.	½ Pt.	~~Qt.~~	Pt.	16 Oz.	8 Oz.	~~[illegible]~~	~~[illegible]~~
3304	.3224	.1602	.4570	.2842	~~.5050~~	.2642	.4805	.2455	~~[illegible]~~	~~[illegible]~~
3820	.3820	.2081	.4718	.3090	~~.5066~~	.3016	.4930	.2533	~~[illegible]~~	~~[illegible]~~
6	18.5	29.9	3.2	8.7	~~2.0~~	14.2	2.6	3.3	~~[illegible]~~	~~[illegible]~~

.3304	.3224	.1602	-	.2842	~~.5050~~	.2642	.4805	.2455	~~[illegible]~~	~~[illegible]~~
.3820	.3820	.2081	-	.3090	~~.5066~~	.3016	.4930	.2535	~~[illegible]~~	~~[illegible]~~
.6	18.5	29.9	-	8.7	~~2.0~~	14.2	2.6	3.3	~~[illegible]~~	~~[illegible]~~

Week Ended 1/21/67	[redacted]	Homo		Choc.	[redacted]	Buttermilk	
	[redacted]	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3435	.1762
Burger's Net Price	[redacted]	.4024	.2155	.2535	[redacted]	.4024	.2155
Percent of Discrimination	[redacted]	14.5	13.0	7.8	[redacted]	17.2	22.3

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,062.23
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	927.90
Dollar Discrimination (Overcharge)	[redacted]	134.33
Percent of Discrimination (Overcharge)	[redacted]	14.5

Week Ended 1/28/67							
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434	.1762
Burger's Net Price	[redacted]	.4024	.2155	.2535	[redacted]	.4024	.2155
Percent of Discrimination	[redacted]	14.5	13.0	7.8	[redacted]	17.2	22.3

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	912.08
Billing if Burger's had Been Charged Prices Paid by A & P For These Items	[redacted]	791.71
Dollar Discrimination (Overcharge)	[redacted]	120.37
Percent of Discrimination (Overcharge)	[redacted]	15.2

PAPER

2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	[redacted]	Pt.	16 Oz.	8 Oz.		
.3304	.3224	.1602	.2842	[redacted]	.2642	.4805	.2455	[redacted]	[redacted]
.3820	.3820	.2081	.3090	[redacted]	.3016	.4930	.2535	[redacted]	[redacted]
15.6	18.5	29.9	8.7	[redacted]	14.2	2.6	3.3	[redacted]	[redacted]

.3304	.3224	.1602	.2842	[redacted]	.2642	.4405	.2255	[redacted]	[redacted]
.3820	.3820	.2081	.3090	[redacted]	.3016	.4930	.2535	[redacted]	[redacted]
15.6	18[illegible]	29.9	8.7	[redacted]	14.2	11.9	12.4	[redacted]	[redacted]

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	[redacted]	Homo				Buttermilk	
Week Ended 2/4/67	[redacted]	½ Gal.	Qt.	Choc. Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434	.1762
Burger's Net Price	[redacted]	.4019	.2153	.2532	[redacted]	.4019	.2153
Percent of Discrimination	[redacted]	14.4	12.9	7.7	[redacted]	17.0	22.2

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,257.06
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,972.58
Dollar Discrimination (Overcharge)	[redacted]	284.48
Percent of Discrimination (Overcharge)	[redacted]	14.4

Week Ended 2/11/67							
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434	.1762
Burger's Net Price	[redacted]	.4019	.2153	.2532	[redacted]	.4019	.2153
Percent of Discrimination	[redacted]	14.4	12.9	7.7	[redacted]	17.0	22.2

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	893.63
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	780.32
Dollar Discrimination (Overcharge)	[redacted]	113.31
Percent of Discrimination (Overcharge)	[redacted]	14.5

PAPER

2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	[redacted]	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]
.3304	.3224	.1602	.2842	[redacted]	.2642	.4805	.2455	[redacted]	-
.3816	.3816	.2079	.3086	[redacted]	.3012	.4925	.2532	[redacted]	-
15.5	18.4	29.8	8.6	[redacted]	14.0	2.5	3.1	[redacted]	-

.3304	.3224	.1602	.2842	[redacted]	.2642	.4805	.2455	[redacted]	[redacted]
.3816	.3816	.2079	.3086	[redacted]	.3012	.4925	.2532	[redacted]	[redacted]
15.5	18.4	29.8	8.6	[redacted]	14.0	2.5	3.1	[redacted]	[redacted]

	[redacted]	Homo		Choc.	[redacted]	Buttermilk	
Week Ended 2/18/67	[redacted]	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434	.1762
Burger's Net Price	[redacted]	.4019	.2153	.2532	[redacted]	.4019	.2153
Percent of Discrimination	[redacted]	14.4	12.9	7.7	[redacted]	17.0	22.2

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,197.43
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,047.48
Dollar Discrimination (Overcharge)	[redacted]	149.95.
Percent of Discrimination (Overcharge)	[redacted]	14.3

Week Ended 2/25/67							
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434	.1762
Burger's Net Price	[redacted]	.4019	.2153	.2532	[redacted]	.4019	.2153
Percent of Discrimination	[redacted]	14.4	12.9	7.7	[redacted]	17.0	22.2

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,204.35
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,053.09
Dollar Discrimination (Overcharge)	[redacted]	151.26
Percent of Discrimination (Overcharge)	[redacted]	14.4

CX 1188 M

PAPER									
2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	[redacted]	Pt.	16 Oz.	8 Oz.		
.3304	.3224	.1602	.2842	[redacted]	.2642	.4805	.2455	[redacted]	[redacted]
.3816	.3816	.2079	.3086	[redacted]	.3012	.4925	.2532	[redacted]	[redacted]
15.5	18.4	29.8	8.6	[redacted]	14.0	2.5	3.1	[redacted]	[redacted]

.3304	.3224	.1602	.2842	[redacted]	.2642	.4805	.2455	[redacted]	[redacted]
.3816	.3816	.2079	.3086	[redacted]	.3012	.4925	.2532	[redacted]	[redacted]
15.5	18.4	29.8	8.6	[redacted]	14.0	2.5	3.1	[redacted]	[redacted]

	[redacted]	Homo		Choc.	[redacted]	Buttermilk	
Week Ended 3/4/67	[redacted]	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434	.1762
Burger's Net Price	[redacted]	.4024	.2155	.2535	[redacted]	.4024	.2155
Percent of Discrimination	[redacted]	14.5	13.0	7.8	[redacted]	17.2	22.3

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,124.52
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	979.20
Dollar Discrimination (Overcharge)	[redacted]	145.32
Percent of Discrimination (Overcharge)	[redacted]	14.8

Week Ended 3/11/67	[redacted]				[redacted]		
A & P Price - Hammond	[redacted]	.3514	.1907	.2352	[redacted]	.3434	.1762
Burger's Net Price	[redacted]	.4024	.2155	.2535	[redacted]	.4024	.2155
Percent of Discrimination	[redacted]	14.5	13.0	7.8	[redacted]	17.2	22.3

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,220.65
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,069.79
Dollar Discrimination (Overcharge)	[redacted]	150.86
Percent of Discrimination (Overcharge)	[redacted]	14.1

CX 1881

PAPER

2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[illegible]	[illegible]
½ Gal.	½ Gal.	Qt.	½ Pt.	[illegible]	Pt	16 Oz.	8 Oz.	[illegible]	[illegible]
.3304	.3224	.1602	.2842	[illegible]	.2642	-	.2455	[illegible]	[illegible]
.3820	.3820	.2081	.3090	[illegible]	.3016	-	.2535	[illegible]	[illegible]
15.6	18.5	29.9	8.7	[illegible]	14.2	-	3.3	[illegible]	[illegible]

.3304	.3224	.1602	.2842	[illegible]	.2642	.4805	.2455	[illegible]	[illegible]
.3820	.3820	.2081	.3090	[illegible]	.3016	.4930	.2535	[illegible]	[illegible]
15.6	18.5	29.9	8.7	[illegible]	14.2	2.6	3.3	[illegible]	[illegible]

	[redacted]	Homo		Choc.	[redacted]	Buttermilk	
Week Ended 3/18/67	[redacted]	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.3376	.1838	.2283	[redacted]	.3296	.1693
Burger's Net Price	[redacted]	.4024	.2155	.2535	[redacted]	.4024	.2155
Percent of Discrimination	[redacted]	19.2	17.2	11.0	[redacted]	22.1	27.3

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,210.57
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,016.11
Dollar Discrimination (Overcharge)	[redacted]	194.46
Percent of Discrimination (Overcharge)	[redacted]	19.1

Week Ended 3/25/67							
A & P Price - Hammond	[redacted]	.3376	.1838	.2283	[redacted]	.3296	.1693
Burger's Net Price	[redacted]	.4024	.2155	.2535	[redacted]	.4024	.2155
Percent of Discrimination	[redacted]	19.2	17.2	11.0	[redacted]	22.1	27.3

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,335.09
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,128.31
Dollar Discrimination (Overcharge)	[redacted]	206.78
Percent of Discrimination (Overcharge)	[redacted]	18.3

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PAPER

2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	[redacted]	Pt.	16 Oz.	8 Oz.		½ Pt.
.3166	.3086	.1533	.2773	[redacted]	.2573	.4667	.2386	[redacted]	.2506
.3820	.3820	.2081	.3090	[redacted]	.3016	.4930	.2535	[redacted]	.2988
20.7	23.8	35.7	11.4	[redacted]	17.2	5.6	6.2	[redacted]	6.5

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.3166	.3086	.1533	.2773	[redacted]	.2573	.4667	.2386	[redacted]	.2506
.3820	.3820	.2081	.3090	[redacted]	.3016	.4930	.2535	[redacted]	.2988
20.7	23.8	35.7	11.4	[redacted]	17.2	5.6	6.2	[redacted]	6.5

	[redacted]	Homo		Choc.	[redacted]	Butter
Week Ended 4/1/67	[redacted]	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	[redacted]	.3376	.1838	.2283	[redacted]	.3296
Burger's Net Price	[redacted]	.4024	.2155	.2535	[redacted]	.4024
Percent of Discrimination	[redacted]	19.2	17.2	11.0	[redacted]	22.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	952.80
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	797.85
Dollar Discrimination (Overcharge)	[redacted]	154.95
Percent of Discrimination (Overcharge)	[redacted]	19.4

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PAPER								
ilk	2%	Fort. Skim		H & H		Sour Cream		[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	[redacted]	Pt.	16 Oz.	8 Oz.	[redacted]
.1693	.3166	.3086	.1533	[redacted]	.2573	.4667	.2386	[redacted]
.2155	.3820	.3820	.2081	[redacted]	.3016	.4930	.2535	[redacted]
27.3	20.7	23.8	35.7	[redacted]	17.2	5.6	6.2	[redacted]

[redacted]

Week Ended 6/7/69	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.3816	.2058	.2503	[redacted]	.3200	.1913
Burger's Net Price	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	18.3	16.4	13.8	[redacted]	41.1	25.2

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,005.55
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,814.80
Dollar Discrimination (Overcharge)	[redacted]	190.75
Percent of Discrimination (Overcharge)	[redacted]	10.5

Week Ended 6/14/69	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.3816	.2058	.2503	[redacted]	.3200	.1913
Burger's Net Price	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	18.3	16.4	13.8	[redacted]	41.1	25.2

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,597.85
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,347.85
Dollar Discrimination (Overcharge)	[redacted]	250.00
Percent of Discrimination (Overcharge)	[redacted]	18.5

1/ Special Price.

Note: Percentages based on price differences divided by lowest price.
( ) indicates those products on which A & P Store does not receive lowest price.

CX1885 D

[redacted]

PAPER									
2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.3606	.3526	.1753	.2993	.5536	.2768	.5067	.2586	[redacted]	.3006
.4301	.4301	.2322	.3330	.6457	.2220 1/	.5347	.2738	[redacted]	.3127
19.3	22.0	32.5	11.3	16.6	(24.7)	5.5	5.9	[redacted]	4.0

.3606	.3526	.1753	.2993	.5536	.2768	.5067	.2586	[redacted]	.3006
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[redacted]	.3127
19.3	22.0	32.5	11.3	16.6	18.0	5.5	5.9	[redacted]	4.0

Week Ended 6/21/69	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.	2% ½ Gal.
A & P Price - Hammond	.3816	.2058	.2503	[redacted]	.3736	.1913	.3606
Burger's Net Price	.4514	.2396	.2849	[redacted]	.4514	.2396	.4301
Percent of Discrimination	18.3	16.4	13.8	[redacted]	20.8	25.2	19.3

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,351.23
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,141.83
Dollar Discrimination (Overcharge)	[redacted]	209.40
Percent of Discrimination (Overcharge)	[redacted]	18.3

Week Ended 6/28/69	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.	2% ½ Gal.
A & P Price - Hammond	.3816	.2058	.2503	[redacted]	.3736	.1913	.3606
Burger's Net Price	.4514	.2396	.2849	[redacted]	.4514	.2396	.4301
Percent of Discrimination	18.3	16.4	13.8	[redacted]	20.8	25.2	19.3

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,420.19
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,200.59
Dollar Discrimination (Overcharge)	[redacted]	219.60
Percent of Discrimination (Overcharge)	[redacted]	18.3

[redacted]

CX 1154

PAPER

Fort. Skim ½ Gal.	Fort. Skim Qt.	Whip Cream ½ Pt.	H & H Qt.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	[illegible]	Onion Dip ½ Pt.
.3526	.1753	.2993	.4800	.2400	.5067	.2586	[illegible]	.3006
.4301	.2322	.3330	.6457	.3265	.5347	.2738	[illegible]	.3127
22.0	32.5	11.3	34.5	36.0	5.5	5.9	[illegible]	4.0

.3526	.1753	.2993	.4800	.2400	.5067	.2586	[illegible]	.3006
.4301	.2322	.3330	.6457	.3265	.5347	.2738	[illegible]	.3127
22.0	32.5	11.3	34.5	36.0	5.5	5.9	[illegible]	4.0

Week Ended 7/5/69	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate ~~[illegible]~~	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.3816	.2058	.2503	~~[illegible]~~	.3736	.1913
Burger's Net Price	.4514	.2396	.2849	~~[illegible]~~	.4514	.2396
Percent of Discrimination	18.3	16.4	13.8	~~[illegible]~~	20.8	25.2

Total Net Billing to Burger's of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	1,374.86
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	1,165.68
Dollar Discrimination (Overcharge)	~~[illegible]~~	209.18
Percent of Discrimination (Overcharge)	~~[illegible]~~	17.9

Week Ended 7/12/69	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate ~~[illegible]~~	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.3866	.2083	.2528	~~[illegible]~~	.3786	.1938
Burger's Net Price	.4514	.2396	.2849	~~[illegible]~~	.4514	.2396
Percent of Discrimination	16.8	15.0	12.7	~~[illegible]~~	19.2	23.6

Total Net Billing to Burger's of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	1,786.34
Billing if Burger's Had Been Charged Prices Paid by A & P For These	~~[illegible]~~	1,526.14
Dollar Discrimination (Overcharge)	~~[illegible]~~	260.20
Percent of Discrimination (Overcharge)	~~[illegible]~~	17.0

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PAPER									
2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[illegible]	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.
.3606	.3526	.1753	.2993	.5536	.2768	.5067	.2586	[illegible]	[illegible]
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[illegible]	[illegible]
19.3	22.0	32.5	11.3	16.6	18.0	5.5	5.9	[illegible]	[illegible]

.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	[illegible]	.2200
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[illegible]	.3127
17.6	20.3	30.6	10.3	15.6	16.9	4.5	4.9	[illegible]	42.1

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	Homo			Chocolate	
Week Ended 7/19/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,377.13
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,183.67
Dollar Discrimination (Overcharge)	[redacted]	193.46
Percent of Discrimination (Overcharge)	[redacted]	16.3

Week Ended 7/26/69					
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,522.08
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,301.98
Dollar Discrimination (Overcharge)	[redacted]	220.10
Percent of Discrimination (Overcharge)	[redacted]	16.9

PAPER											
Buttermilk		2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[illegible]	Onion Dip
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.
.3786	.1938	.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	[illegible]	.3031
.4514	.2396	.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[illegible]	.3127
19.2	23.6	17.6	20.3	30.6	10.3	15.6	16.9	4.5	4.9	[illegible]	3.2

.3786	.1938	.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	[illegible]	.3031
.4514	.2396	.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[illegible]	.3127
19.2	23.6	17.6	20.3	30.6	10.3	15.6	16.9	4.5	4.9	[illegible]	3.2

	Homo		Chocolate		Buttermilk		2%
Week Ended 8/2/69	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.	½ Gal.
A & P Price - Hammond	.3866	.2083	.2528	[redacted]	.3786	.1938	.3656
Burger's Net Price	.4514	.2396	.2849	[redacted]	.4514	.2396	.4301
Percent of Discrimination	16.8	15.0	12.7	[redacted]	19.2	23.6	17.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,231.82
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,058.51
Dollar Discrimination (Overcharge)	[redacted]	173.31
Percent of Discrimination (Overcharge)	[redacted]	16.4

Week Ended 8/9/69							
A & P Price - Hammond	.3866	.2083	.2528	[redacted]	.3786	.1938	.3656
Burger's Net Price	.4514	.2396	.2849	[redacted]	.4514	.2396	.4301
Percent of Discrimination	16.8	15.0	12.7	[redacted]	19.2	23.6	17.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,488.73
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,278.88
Dollar Discrimination (Overcharge)	[redacted]	209.85
Percent of Discrimination (Overcharge)	[redacted]	16.4

P A P E R

Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.		1 Pt.
.3576	.1778	.2450	.5586	.2793	.5117	.2611	[redacted]	.3031
.4301	.2322	.3330	.6457	.3265	.5347	.2738	[redacted]	.3127
20.3	30.6	35.9	15.6	16.9	4.5	4.9	[redacted]	3.2

.3576	.1778	.3018	.5586	.2793	.5117	.2611	[redacted]	.3031
.4301	.2322	.3330	.6457	.3265	.5347	.2738	[redacted]	.3127
20.3	30.6	10.3	15.6	16.9	4.5	4.9	[redacted]	3.2

	Homo		Chocolate		Buttermilk		2%
Week Ended 8/16/69	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.	½ Gal.
A & P Price - Hammond	.3866	.2083	.2528	[redacted]	.3786	.1938	.3656
Burger's Net Price	.4514	.2396	.2849	[redacted]	.4514	.2396	.4301
Percent of Discrimination	16.8	15.0	12.7	[redacted]	19.2	23.6	17.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,389.19
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,186.12
Dollar Discrimination (Overcharge)	[redacted]	203.07
Percent of Discrimination (Overcharge)	[redacted]	17.1

Week Ended 8/23/69							
A & P Price - Hammond	.3866	.2083	.2528	[redacted]	.3786	.1938	.3656
Burger's Net Price	.4514	.2396	.2849	[redacted]	.4514	.2396	.4301
Percent of Discrimination	16.8	15.0	12.7	[redacted]	19.2	23.6	17.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,285.40
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,098.30
Dollar Discrimination (Overcharge)	[redacted]	187.10
Percent of Discrimination (Overcharge)	[redacted]	17.0

PAPER

Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.3576	.1778	.3018	.5586	.2793	.4300	.2611	[redacted]	.3031
.4301	.2322	.3330	.6457	.3265	.5347	.2738	[redacted]	.3127
20.3	30.6	10.3	15.6	16.9	24.3	4.9	[redacted]	3.2

.3576	.1778	.3018	.5586	.2793	.4300	.2611	[redacted]	.3031
.4301	.2322	.3330	.6457	.3265	.5347	.2738	[redacted]	.3127
20.3	30.6	10.3	15.6	16.9	24.3	4.9	[redacted]	3.2

Week Ended 8/30/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.193
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.239
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,466.36
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,267.70
Dollar Discrimination (Overcharged)	[redacted]	198.66
Percent of Discrimination (Overcharge)	[redacted]	15.7

MILK)

PAPER								
2%	Fort. Skim		Whip Cream	H & H		Sour Cream		Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.	½ Pt.
.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	.3031
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	.3127
17.6	20.3	30.6	10.3	15.6	16.9	4.5	4.9	3.2

Week Ended 9/6/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,723.99
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,497.36
Dollar Discrimination (Overcharge)	[redacted]	226,63
Percent of Discrimination (Overcharge)	[redacted]	15.1

Week Ended 9/13/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,821.14
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,578.93
Dollar Discrimination (Overcharge)	[redacted]	242.21
Percent of Discrimination (Overcharge)	[redacted]	15.3

PAPER

2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	[redacted]	.3031
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[redacted]	.3127
17.6	20.3	30.6	10.3	15.6	16.9	4.5	4.9	[redacted]	3.2

.3656	.3576	.1778	-	.5586	.2793	.5117	.2611	[redacted]	.3031
.4301	.4301	.2322	-	.6457	.3265	.5347	.2738	[redacted]	.3127
17.6	20.3	30.6	-	15.6	16.9	4.5	4.9	[redacted]	3.2

CX 188 X

Week Ended 9/20/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted].	Butte[illegible]k ½ Gal.	Butte[illegible]k Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,971.22
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,715.31
Dollar Discrimination (Overcharge)	[redacted]	255.91
Percent of Discrimination (Overcharge)	[redacted]	14.9

Week Ended 9/27/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,575.21
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,368.85
Dollar Discrimination (Overcharge)	[redacted]	206.36
Percent of Discrimination (Overcharge)	[redacted]	15.1

PAPER

2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.
.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	[redacted]	.3031
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[redacted]	.3127
17.6	20.3	30.6	10.3	15.6	16.9	4.5	4.9	[redacted]	3.2

.3656	.3576	.1778	.3018	-	.2793	.5117	.2611	[redacted]	.3031
.4301	.4301	.2322	.3330	-	.3265	.5347	.2738	[redacted]	.3127
17.6	20.3	30.6	10.3	-	16.9	4.5	4.9	[redacted]	3.2

3703

Week Ended 10/4/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,870.74
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,628.76
Dollar Discrimination (Overcharge)	[redacted]	241.98
Percent of Discrimination (Overcharge)	[redacted]	14.9

Week Ended 10/11/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,036.77
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,770.81
Dollar Discrimination (Overcharge)	[redacted]	265.96
Percent of Discrimination (Overcharge)	[redacted]	15.0

P A P E R

2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.
.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	[redacted]	.3032
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[redacted]	.3127
17.6	20.3	30.6	10.3	15.6	16.9	4.5	4.9	[redacted]	3.2

.3656	.3576	.1778	.3018	-	.2400	.5117	.2611	[redacted]	[redacted]
.4301	.4301	.2322	.3330	-	.3265	.5347	.2738	[redacted]	[redacted]
17.6	20.3	30.6	10.3	-	36.0	4.5	4.9	[redacted]	[redacted]

Week Ended 10/18/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,408.23
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,098.05
Dollar Discrimination (Overcharge)	[redacted]	310.18
Percent of Discrimination (Overcharge)	[redacted]	14.8

Week Ended 10/25/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,200.58
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,925.62
Dollar Discrimination (Overcharge)	[redacted]	274.96
Percent of Discrimination (Overcharge)	[redacted]	14.3

[redacted]

CX 1881 E(1)

P A P E R									
2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.3656	.3576	.1778	.3018	-	.2400	.5117	.2611	[redacted]	.3031
.4301	.4301	.2322	.3330	-	.3265	.5347	.2738	[redacted]	.3127
17.6	20.3	30.6	10.3	-	36.0	4.5	4.9	[redacted]	3.2

3705

.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	[redacted]	.3031
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2736	[redacted]	.3127
17.6	20.3	30.6	10.3	15.6	16.9	4.5	4.9	[redacted]	3.2

Week Ended 11/1/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,434.68
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,135.07
Dollar Discrimination (Overcharge)	[redacted]	299.61
Percent of Discrimination (Overcharge)	[redacted]	14.0

Week Ended 11/8/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,401.19
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,102.10
Dollar Discrimination (Overcharge)	[redacted]	299.09
Percent of Discrimination (Overcharge)	[redacted]	14.2

[redacted]

PAPER									
2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.
.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	[redacted]	.3031
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[redacted]	.3127
17.6	20.3	30.6	10.3	15.6	16.9	4.5	4.9	[redacted]	3.2

.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	[redacted]	.3031
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[redacted]	.3127
17.6	20.3	30.6	10.3	15.6	16.9	4.5	4.9	[redacted]	3.2

	Homo			Chocolate		Buttermilk	
Week Ended 11/15/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,646.58
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	2.319.51
Dollar Discrimination (Overcharge)	[redacted]	327.07
Percent of Discrimination (Overcharge)	[redacted]	14.1

Week Ended 11/22/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,982.71
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,614.78
Dollar Discrimination (Overcharge)	[redacted]	367.93
Percent of Discrimination (Overcharge)	[redacted]	14.1

X/88/Z(3)

3707

PAPER

2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[illegible]	Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.
.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	[illegible]	.3031
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[illegible]	.3127
17.6	20.3	30.6	10.3	15.6	16.9	4.5	4.9	[illegible]	3.2

.3656	.3576	.1778	.3018	.5586	.2793	.5117	.2611	[illegible]	.3031
.4301	.4301	.2322	.3330	.6457	.3265	.5347	.2738	[illegible]	.3127
17.6	20.[illegible]	30.6	10.3	15.6	16.9	4.5	4.9	[illegible]	3.2

Week Ended 11/29/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted].	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Burger's Net Price	.8677	.4514	.2396	.2849	[redacted]	.4514	.2396
Percent of Discrimination	12.2	16.8	15.0	12.7	[redacted]	19.2	23.6

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	3,042.59
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,684.28
Dollar Discrimination (Overcharge)	[redacted]	358.31
Percent of Discrimination (Overcharge)	[redacted]	13.3

1/ Special Price.

P A P E R										
2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip	Egg Nog
½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.	Qt.
.3656	.3576	.1778	.2450	.5586	.2793	.5117	.2611	[redacted]	.3031	.4366
.4301	.4301	.2322	.2313 1/	.6457	.3265	.5347	.2738	[redacted]	.3127	.4338
17.6	20.3	30.6	(5.9)	15.6	16.9	4.5	4.9	[redacted]	3.2	(.6)

	Homo			Chocolate		Buttermilk	
Week Ended 12/6/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699	.2488
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9	24.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	3,097.13
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,645.17
Dollar Discrimination (Overcharge)	[redacted]	451.96
Percent of Discrimination (Overcharge)	[redacted]	17.1

	Homo			Chocolate		Buttermilk	
Week Ended 12/13/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699	.2488
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9	24.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,961.78
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,524.04
Dollar Discrimination (Overcharge)	[redacted]	437.74
Percent of Discrimination (Overcharge)	[redacted]	17.3

[redacted]

PAPER										
2%	Fort. Skim		Egg Nog	Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.
.3790	.3710	.1845	.4366	.2450	.5720	.2860	.5251	.2678	[redacted]	.3098
.4486	.4486	.2414	.4338	.3423	.6827	.3450	.5532	.2831	[redacted]	.3219
18.4	20.9	30.8	(.6)	39.7	19.4	20.6	5.4	5.7	[redacted]	3.9

.3790	.3710	.1845	.4366	.3085	.5720	.2860	.5251	.2678	[redacted]	.2200
.4486	.4486	.2414	.4338	.3423	.6827	.3450	.5532	.2831	[redacted]	.3219
18.4	20.9	30.8	(.6)	11.0	19.4	20.6	5.4	5.7	[redacted]	46.3

	Homo			Chocolate		Buttermilk		2%
Week Ended 12/20/69	Gal.	½ Gal.	Qt.	Qt.	[redacted].	½ Gal.	Qt.	½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005	.3790
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699	.2488	.4486
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9	24.1	18.4

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,627.99
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,249.33
Dollar Discrimination (Overcharge)	[redacted]	378.66
Percent of Discrimination (Overcharge)	[redacted]	16.8

	Homo			Chocolate		Buttermilk		2%
Week Ended 12/27/69	Gal.	½ Gal.	Qt.	Qt.	[redacted].	½ Gal.	Qt.	½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005	.3790
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699	.2488	.4486
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9	24.1	18.4

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,735.92
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	2,369.82
Dollar Discrimination (Overcharge)	[redacted]	366.10
Percent of Discrimination (Overcharge)	[redacted]	15.4

1/ Special Price.

CX1148

P A P E R

Fort. Skim		Egg Nog	Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip	[redacted]
½ Gal.	Qt.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.3710	.1845	.4366	.3085	.5720	.2860	.5251	.2678	[redacted]	.2200	[redacted]
.4486	.2414	.4338	.3423	.6827	.3450	.5532	.2831	[redacted]	.3219	[redacted]
20.9	30.8	(.6)	11.0	19.4	20.6	5.4	5.7	[redacted]	46.3	[redacted]

.3710	.1845	.3800	.3085	.5720	.2860	.5251	.2678	-	.3098	-
.4486	.2414	.3876 1/	.3423	.6827	.2868 1/	.5532	.2831	-	.3219	-
20.9	30.8	2.0	11.0	19.4	.3	5.4	5.7	-	3.9	-

Week Ended 1/3/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699	.2488
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9	24.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,855.73
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,600.04
Dollar Discrimination (Overcharge)	[redacted]	255.69
Percent of Discrimination (Overcharge)	[redacted]	16.0

Week Ended 1/10/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699	.2488
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9	24.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,308.91
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,967.31
Dollar Discrimination (Overcharge)	[redacted]	341.60
Percent of Discrimination (Overcharge)	[redacted]	17.4

1/ Special Price.

PAPER

2%	Fort. Skim		Egg Nog	Whip Cream	Sour Cream		[redacted]	Onion Dip	H & H	
½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	Qt.	Pt.
.3790	.3710	.1845	.3800	.3085	.5251	.2678	[redacted]	.3098	-	-
.4486	.4486	.2414	.3876 1/	.3423	.5532	.2831	[redacted]	.3219	-	-
18.4	20.9	30.8	2.0	11.0	5.4	5.7	[redacted]	3.9	-	-
.3790	.3710	.1845	-	.3085	.5251	.2678	[redacted]	.3098	.5720	.2560
.4486	.4486	.2414	-	.3423	.5532	.2831	[redacted]	.3219	.6827	.3453
18.4	20.9	30.8	-	11.0	5.4	5.7	[redacted]	3.9	19.4	20.6

3711

Week Ended 1/17/70	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699	.2488
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9	24.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,888.87
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,608.75
Dollar Discrimination (Overcharge)	[redacted]	280.12
Percent of Discrimination (Overcharge)	[redacted]	17.4

Week Ended 1/24/70							
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699	.2488
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9	24.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,028.96
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,726.46
Dollar Discrimination (Overcharge)	[redacted]	302.50
Percent of Discrimination (Overcharge)	[redacted]	17.5

[redacted]

CX181/ 7E

	PAPER									
	2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
	½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.
5	.3790	.3710	.1845	.3085	.5720	.2860	.5251	.2678	[redacted]	.3098
8	.4486	.4486	.2414	.3423	.6827	.3450	.5532	.2831	[redacted]	.3219
	18.4	20.9	30.8	11.0	19.4	20.6	5.4	5.7	[redacted]	3.9

05	.3790	.3710	.1845	.3085	.5720	.2450	.5251	.2678	[redacted]	.3095
38	.4486	.4486	.2414	.3423	.6827	.3450	.5532	.2831	[redacted]	.3219
	18.4	20.9	30.8	11.0	19.4	40.8	5.4	5.7	[redacted]	3.9

Week Ended 1/31/70	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699	.2488
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9	24.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,882.78
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,617.04
Dollar Discrimination (Overcharge)	[redacted]	265.74
Percent of Discrimination (Overcharge)	[redacted]	16.4

1/ Special Price.

PAPER								
2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.3790	.3710	.1845	.3085	.2450	.5251	.2678	[redacted]	[redacted]
.4486	.3238 1/	.2414	.3423	.3450	.5532	.2831	[redacted]	[redacted]
18.4	(14.6)	30.8	11.0	40.8	5.4	5.7	[redacted]	[redacted]

CX181/ 3E(b)

CX18/ 3E

3714

Week Ended 2/7/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,155.55
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,839.62
Dollar Discrimination (Overcharge)	[redacted]	315.93
Percent of Discrimination (Overcharge)	[redacted]	17.2

Week Ended 2/14/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,696.36
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,442.27
Dollar Discrimination (Overcharge)	[redacted]	254.09
Percent of Discrimination (Overcharge)	[redacted]	17.6

PAPER										
ilk	2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]
.2005	.3790	.3710	.1845	.3085	.5720	.2860	.5251	.2678	[redacted]	[redacted]
.2488	.4486	.4486	.2414	.3423	.6827	.3450	.5532	.2831	[redacted]	[redacted]
24.1	18.4	20.9	30.8	11.0	19.4	20.6	5.4	5.7	[redacted]	[redacted]

.2005	.3790	.3710	.1845	.3085	.5720	-	.5251	.2678	[redacted]	[redacted]
.2488	.4486	.4486	.2414	.3423	.6827	-	.5532	.2831	[redacted]	[redacted]
24.1	18.4	20.9	30.8	11.0	19.4	-	5.4	5.7	[redacted]	[redacted]

Week Ended 2/21/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699	.2488
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9	24.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,818.21
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,551.63
Dollar Discrimination (Overcharge)	[redacted]	266.58
Percent of Discrimination (Overcharge)	[redacted]	17.2

Week Ended 2/28/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699	.2488
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9	24.1

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,730.55
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,476.20
Dollar Discrimination (Overcharge)	[redacted]	254.35
Percent of Discrimination (Overcharge)	[redacted]	17.2

CX 184Z(11)

3715

	PAPER									
	2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[illegible]	Onion Dip
	½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.
05	.3790	.3710	.1845	.3085	.5720	.2860	.5251	.2678	[illegible]	[illegible]
38	.4486	.4486	.2414	.3423	.6827	.3450	.5532	.2831	[illegible]	[illegible]
	18.4	20.9	30.8	11.0	19.4	20.6	5.4	5.7	[illegible]	[illegible]

5	.3790	.3710	.1845	.3085	.5720	.2860	.5251	.2678	[illegible]	.3095
8	.4486	.4486	.2414	.3423	.6827	.3450	.5532	.2831	[illegible]	.3219
	18.4	2[illegible].9	30.8	11.0	19.4	20.6	5.4	5.7	[illegible]	3.9

Week Ended 3/7/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butt ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,982.75
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,791.41
Dollar Discrimination (Overcharge)	[redacted]	190.84
Percent of Discrimination (Overcharge)	[redacted]	10.7

Week Ended 3/14/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butt ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,530.75
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,308.86
Dollar Discrimination (Overcharge)	[redacted]	221.89
Percent of Discrimination (Overcharge)	[redacted]	17.0

1/. Special Price.

CX144 7/1

PAPER										
ermilk	2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[illegible]	Onion Dip
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.
.2005	.3790	.3710	.1845	.3085	.5720	.2860	.5251	.2678	[illegible]	.3098
.2488	.4486	.4486	.2414	.3423	.6827	.2266 1/	.5532	.2831	[illegible]	.3219
24.1	18.4	20.9	30.8	11.0	19.4	(26.2)	5.4	5.7	[illegible]	3.9

.2005	.3790	.3710	.1845	.3085	.5720	.2860	.5251	.2678	[illegible]	.3098
.2488	.4486	.4486	.2414	.3423	.6827	.3450	.5532	.2831	[illegible]	.3219
24.1	18.4	20.9	30.8	11.0	19.4	20.6	5.4	5.7	[illegible]	3.9

Week Ended 3/21/70	Homo Gal.	 ½ Gal.	 Qt.	Chocolate Qt.	 [redacted]	Butter ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	1,968.58
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,682.32
Dollar Discrimination (Overcharge)	[redacted]	286.26
Percent of Discrimination (Overcharge)	[redacted]	17.0

Week Ended 3/28/70						
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Burger's Net Price	.9389	.4699	.2488	.2942	[redacted]	.4699
Percent of Discrimination	17.4	17.5	15.7	13.4	[redacted]	19.9

Total Net Billing to Burger's of its Purchases of These [redacted] Items	[redacted]	2,157.87
Billing if Burger's Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,922.65
Dollar Discrimination (Overcharge)	[redacted]	235.22
Percent of Discrimination (Overcharge)	[redacted]	12.2

1/ Special Price.

CX118/E(13)

3717

PAPER										
ilk	2%	Fort. Skim		Whip Cream	H & H		Sour Cream		~~[illegible]~~	Onion Dip
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.2005	.3790	.3710	.1845	.3085	.5720	.2860	.5251	.2678	~~[illegible]~~	.3098
.2488	.4486	.4486	.2414	.3423	.6827	.3450	.5532	.2831	~~[illegible]~~	.3219
24.1	18.4	20.9	30.8	11.0	19.4	20.6	5.4	5.7	~~[illegible]~~	3.9

.2005	.3790	.3710	.1845	.3085	.5720	.2860	.5251	.2678	~~[illegible]~~	.3098
.2488	.4486	.4486	.2414	.2451 1/	.6827	.3450	.5532	.2831	~~[illegible]~~	.3219
4.1	18.4	20.9	30.8	(25.9)	19.4	20.6	5.4	5.7	~~[illegible]~~	3.9

7,2.73
Final

MODEL FOOD CENTER

Summary of Price Discriminations, by Month, of Billings of Common Items 1/, by Borden, Inc., to A & P Stores and Model Food Center, both of Hammond, Indiana, During Periods of October 1966-March 1967 and June 1969-March 1970.

Month	Total Net Billing To Model	Billing If Model Had Been Charged A & P Prices	Dollar Discrimination	Percent of Discrimination
October 1966	$ 2,231.79	$ 1,839.21	$ 392.58	21.3%
November 1966	2,186.53	1,824.30	362.23	19.9
December 1966	2,348.87	1,922.76	426.11	22.2
January 1967	1,742.67	1,407.34	335.33	23.8
February 1967	2,419.19	1,953.99	465.20	23.8
March 1967	1,567.56	1,251.04	316.52	25.3
Six Months Total	$12,496.61	$10,198.64	$2,297.97	22.5%
June 1969	$ 2,711.20	$ 2,348.43	$ 362.77	15.4%
July 1969	2,623.20	2,270.83	352.37	15.5
August 1969	3,226.95	2,764.05	462.90	16.7
September 1969	2,536.90	2,175.85	361.05	16.6
October 1969	2,187.95	1,871.00	316.95	16.9
November 1969	3,608.48	3,114.20	494.28	15.9
December 1969	3,047.79	2,597.13	450.66	17.4
January 1970	3,649.78	3,105.26	544.52	17.5
February 1970	2,700.19	2,293.58	406.61	17.7
March 1970	3,227.49	2,840.67	386.82	13.6
Ten Months Total	$29,519.93	$25,381.00	$4,138.93	16.3%

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda for periods of October 1966-March 1967 and June 1969-March 1970.

1/ Only Private Label Products Considered in A & P Purchases.

CX 191-A

7.2.73

MODEL FOOD CENTER

Comparison of Net Sales of Common Items Used in Commission's Tabulations, by Month, to Total Sales of all Items Sold to Model Food Center, Hammond, Indiana, by Borden, Inc., During Periods of October 1966-March 1967 and June 1969-March 1970.

Month	Borden Net Sales Of All Items	Borden Net Sales Of Common Items	Percent Of Common Items To All Items
October 1966	$ 3,808.23	$ 2,231.79	58.6%
November 1966	3,819.99	2,186.53	57.2
December 1966	4,230.99	2,348.87	55.5
January 1967	3,049.47	1,742.67	57.2
February 1967	3,964.43	2,419.19	61.0
March 1967	2,914.38	1,567.56	53.8
Six Months Total	$21,787.49	$12,496.61	57.4%
June 1969	$ 3,166.19	$ 2,711.20	85.6%
July 1969	3,104.65	2,623.20	84.5
August 1969	3,846.39	3,226.95	83.9
September 1969	3,091.62	2,536.90	82.1
October 1969	2,669.88	2,187.95	81.9
November 1969	6,475.01	3,608.48	55.7
December 1969	3,589.03	3,047.79	84.9
January 1970	4,416.81	3,649.78	82.6
February 1970	3,334.86	2,700.19	81.0
March 1970	3,687.31	3,227.49	87.5
Ten Months Total	$37,381.75	$29,519.93	79.0%

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda.

CX191-B

[redacted]

	[redacted]					
	[redacted]	[redacted]	Homo			Choc.
Week Ended 10/3/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.
A & P Price - Hammond	[redacted]	[redacted]	.7288	.3644	.1972	.2417
Model Net Price	[redacted]	[redacted]	.87	.435	.233	.274
Percent of Discrimination	[redacted]	[redacted]	19.4	19.4	18.2	13.4

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	$ 566.19
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	465.90
Dollar Discrimination (Overcharge)	[redacted]	100.29
Percent of Discrimination (Overcharge)	[redacted]	21.5%

3720

Week Ended 10/15/66						
A & P Price - Hammond	[redacted]	-	.7184	.3592	.1946	.2391
Model Net Price	[redacted]	-	.87	.435	.233	.274
Percent of Discrimination	[redacted]	-	21.1	21.1	19.7	14.6

Total Net Billing to Model of its Purchases of These [redacted] Items,	[redacted]	$ 679.51
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	558.93
Dollar Discrimination (Overcharge)	[redacted]	120.58
Percent of Discrimination (Overcharge)	[redacted]	21.6

CX 161-C

Note:
Percentages based on price differences divided by lowest price.

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[redacted]

PAPER

Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.3564	.1827	.3304	.3354	.1667	.2907	.2707	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.435	.233	.413	.413	.225	.334	.326	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
22.1	27.5	25.0	23.1	35.0	14.9	20.4	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.3512	.1801	.3382	.3302	.1647	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.435	.233	.413	.413	.225	.334	.326	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
23.9	29.4	22.1	25.1	36.6	15.9	21.6	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

	[redacted]		Homo			Choc.	
	[redacted]	[redacted]					
Week Ended 10/22/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	[redacted]	.7184	.3592	.1946	.2391	[redacted]
Model Net Price	[redacted]	[redacted]	.87	.435	.233	.274	[redacted]
Percent of Discrimination	[redacted]	[redacted]	21.1	21.1	19.7	14.6	[redacted]

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	473.51
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	390.32
Dollar Discrimination (Overcharge)	[redacted]	83.19
Percent of Discrimination (Overcharge)	[redacted]	21.3

Week Ended 10/29/66							
A & P Price - Hammond	[redacted]	[redacted]	.7224	.3612	.1956	.2401	[redacted]
Model Net Price	[redacted]	[redacted]	.87	.435	.233	.274	[redacted]
Percent of Discrimination	[redacted]	[redacted]	20.4	20.4	19.1	14.1	[redacted]

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	512.58
Billing If Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	424.06
Dollar Discrimination (Overcharge)	[redacted]	88.52
Percent of Discrimination (Overcharge)	[redacted]	20.9

CX191-D

PAPER										
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]
.3512	.1801	.3382	.3302	.1647	.2881	.2691	[redacted]	[redacted]	[redacted]	[redacted]
.435	.233	.413	.413	.225	.334	.326	[redacted]	[redacted]	[redacted]	[redacted]
23.9	29.4	22.1	25.1	36.6	15.9	21.6	[redacted]	[redacted]	[redacted]	[redacted]
.3532	.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]
.435	.233	.413	.413	.225	.334	.326	[redacted]	[redacted]	[redacted]	[redacted]
23.2	28.7	21.4	24.3	36.3	15.5	21.1	[redacted]	[redacted]	[redacted]	[redacted]

	[redacted]		Homo			Choc.
	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.
Week Ended 11/5/66						
A & P Price - Hammond	[redacted]	[redacted]	.7224	.3612	.1956	.2401
Model Net Price	[redacted]	[redacted]	.87	.435	.233	.274
Percent of Discrimination	[redacted]	[redacted]	20.4	20.4	19.1	14.1

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	484.97
Billing If Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	401.65
Dollar Discrimination (Overcharge)	[redacted]	83.32
Percent of Discrimination (Overcharge)	[redacted]	20.7

Week Ended 11/12/66						
A & P Price - Hammond	[redacted]	[redacted]	.7224	.3612	.1956	.2401
Model Net Price	[redacted]	[redacted]	.87	.435	.233	.274
Percent of Discrimination	[redacted]	[redacted]	20.4	20.4	19.1	14.1

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	708.36
Billing If Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	598.31
Dollar Discrimination (Overcharge)	[redacted]	110.05
Percent of Discrimination (Overcharge)	[redacted]	18.4

CX191-E

PAPER

	Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]
[redacted]	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.3532	.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.435	.233	.413	.413	.225	.334	.326	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	23.2	28.7	21.4	24.3	36.3	15.5	21.1	[redacted]	[redacted]	[redacted]	[redacted]

.3532	.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]
.435	.233	.413	.413	.225	.334	.326	[redacted]	[redacted]	[redacted]	[redacted]
23.2	28.7	21.4	24.3	36.3	15.5	21.1	[redacted]	[redacted]	[redacted]	[redacted]

	[redacted]		Homo			Choc.	Butterm
Week Ended 11/19/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	½ Gal.
A & P Price - Hammond	[redacted]	[redacted]	.7224	.3612	.1956	.2401	.3532
Model Net Price	[redacted]	[redacted]	.87	.435	.233	.274	.435
Percent of Discrimination	[redacted]	[redacted]	20.4	20.4	19.1	14.1	23.2

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	527.50
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	438.61
Dollar Discrimination (Overcharge)	[redacted]	88.89
Percent of Discrimination (Overcharge)	[redacted]	20.3

Week Ended 11/26/~~70~~66							
A & P Price - Hammond	[redacted]	[redacted]	.7184	.3592	.1946	-	.3512
Model Net Price	[redacted]	[redacted]	.87	.435	.233	-	.435
Percent of Discrimination	[redacted]	[redacted]	21.1	21.1	19.7	-	23.9

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	465.70
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	385.73
Dollar Discrimination (Overcharge)	[redacted]	79.97
Percent of Discrimination (Overcharge)	[redacted]	20.7

CX 191-T

PAPER												
uttermilk		2%	Fort. Skim		g Nog		Whip Cream	H & H	[redacted]		[redacted]	[redacted]
l.	Qt.	½ Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Pt.	Pt.	[redacted]	[redacted]		
3532	.1811	.3402	.3322	.1651	-	.4570	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]
435	.233	.413	.413	.225	-	.51	.334	.326	[redacted]	[redacted]	[redacted]	[redacted]
2	28.3	21.4	24.3	36.3	-	11.6	15.5	21.1	[redacted]	[redacted]	[redacted]	[redacted]

.3512	.1801	.3382	.3302	.1641	[redacted]	.4570	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]
.435	.233	.413	.413	.225	[redacted]	.51	.334	.326	[redacted]	[redacted]	[redacted]	[redacted]
.9	29.4	22.1	25.1	37.1	[redacted]	11.6	15.9	21.6	[redacted]	[redacted]	[redacted]	[redacted]

3723

3724

CX191-6

Week Ended 12/3/66	[redacted]		Homo			Choc. S
	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	[redacted]	.7184	.3592	.1946	[redacted]
Model Net Price	[redacted]	[redacted]	.87	.435	.233	[redacted]
Percent of Discrimination	[redacted]	[redacted]	21.1	21.1	19.7	[redacted]

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	515.24
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	424.15
Dollar Discrimination (Overcharge)	[redacted]	91.09
Percent of Discrimination (Overcharge)	[redacted]	21.5

Week Ended 12/10/66					
A & P Price - Hammond	[redacted]	[redacted]	.7184	.3592	.1946
Model Net Price	[redacted]	[redacted]	.87	.435	.233
Percent of Discrimination	[redacted]	[redacted]	21.1	21.1	19.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	515.77
Billing If Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	428.21
Dollar Discrimination (Overcharge)	[redacted]	87.56
Percent of Discrimination (Overcharge)	[redacted]	20.4

PAPER												
im	Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	Egg Nog
Qt.	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]			Qt.
.2391	.3512	.1801	.3382	.3302	.1641	.2681	.2681	[redacted]	[redacted]	[redacted]	[redacted]	-
.274	.435	.233	.413	.413	.225	.334	.326	[redacted]	[redacted]	[redacted]	[redacted]	-
14.6	23.9	29.4	22.1	25.1	37.1	15.9	21.6	[redacted]	[redacted]	[redacted]	[redacted]	-

.2391	.3512	.1801	.3382	.3302	.1641	-	.2681	[redacted]	[redacted]	[redacted]	[redacted]	.4570
.274	.435	.233	.413	.413	.225	-	.326	[redacted]	[redacted]	[redacted]	[redacted]	.51
14.6	23.9	29 4	22.1	25.1	37.1	-	21.6	[redacted]	[redacted]	[redacted]	[redacted]	11.6

	[redacted]		Homo			Buttermilk	
Week Ended 12/17/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.3434	.1762
Model Net Price	[redacted]	[redacted]	.87	.435	.233	.435	.233
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	26.7	32.2

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	465.43
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	377.46
Dollar Discrimination (Overcharge)	[redacted]	87.97
Percent of Discrimination (Overcharge)	[redacted]	23.3

Week Ended 12/24/66							
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.3434	.1762
Model Net Price	[redacted]	[redacted]	.87	.435	.233	.435.	.233
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	26.7	32.2

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	434.39
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	352.40
Dollar Discrimination (Overcharge)	[redacted]	81.99
Percent of Discrimination (Overcharge)	[redacted]	23.3.

CX 191-H

PAPER										
2%	Fort. Skim		Egg Nog	Whip Cream	H & H	[redacted]		[redacted]	[redacted]	Choc. Qt.
½ Gal.	½ Gal.	Qt.	Qt.	½ Pt	Pt.	[redacted]	[redacted]			
.3304	.3224	.1602	.4570	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]	-
.413	.413	.225	.51	.334	.326	[redacted]	[redacted]	[redacted]	[redacted]	-
25.0	28.1	40.4	11.6	17.5	23.4	[redacted]	[redacted]	[redacted]	[redacted]	-

3725

.3304	.3224	.1602	.4570	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]	.2352 [redacted]
.413	.413	.225	.51	.334	.326	[redacted]	[redacted]	[redacted]	[redacted]	.274 [redacted]
25.0	28.1	40.4	11.6	17.5	23.4	[redacted]	[redacted]	[redacted]	[redacted]	15.5

	[redacted]		Homo			Choc.	Butt
Week Ended 12/31/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	½ Gal.
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	.3434
Model Net Price	[redacted]	[redacted]	.87	.435	.233	.274	.435
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	16.5	26.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	418.04
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	340.54
Dollar Discrimination (Overcharge)	[redacted]	77.50
Percent of Discrimination (Overcharge)	[redacted]	22.8

3726

CX 191-I

PAPER										
rmilk	2%	Port. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]
.1762	.3304	.3224	.1602	.4570	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.233	.413	.413	.225	.51	.334	.326	.533	.274	[redacted]	[redacted]
32.2	25.0	28.1	40.4	11.6	17.5	23.4	10.9	11.6	[redacted]	[redacted]

	[redacted]		Homo			Choc.
Week Ended 1/7/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	-
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	-
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	-

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	367.28
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	296.88
Dollar Discrimination (Overcharge)	[redacted]	70.40
Percent of Discrimination (Overcharge)	[redacted]	23.7

Week Ended 1/14/67						
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	.2740
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	16.5

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	438.14
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	353.31
Dollar Discrimination (Overcharge)	[redacted]	84.83
Percent of Discrimination (Overcharge)	[redacted]	24.0

CX 191-J

PAPER										
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.4350	.2330	.4130	.4130	.2250	.3340	.3260	.5330	.2740	[redacted]	[redacted]
26.7	32.2	25.0	28.1	40.4	17.5	23.4	10.9	11.6	[redacted]	[redacted]

.3434	.1762	.3304	.3224	.1602	-	.2642	.4805	.2455	[redacted]	[redacted]
.4350	.2330	.4130	.4130	.2250	-	.3260	.5330	.2740	[redacted]	[redacted]
26.7	32.2	25.0	28.1	40.4	-	23.4	10.9	11.6	[redacted]	[redacted]

	[redacted]		Homo			Choc.
Week Ended 1/21/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	.2740
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	16.5
Total Net Billing to Model of its Purchases of These [redacted] Items		[redacted]	462.10			
Billing if Model Had Been Charged Prices Paid by A & P For These Items		[redacted]	374.29			
Dollar Discrimination (Overcharge)		[redacted]	87.81			
Percent of Discrimination (Overcharge)		[redacted]	23.5			

Week Ended 1/28/67						
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	.2740
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	16.5
Total Net Billing to Model of its Purchases of These [redacted] Items		[redacted]	475.15			
Billing if Model Had Been Charged Prices Paid by A & P For These Items		[redacted]	382.86			
Dollar Discrimination (Overcharge)		[redacted]	92.29			
Percent of Discrimination (Overcharge)		[redacted]	24.1			

3728

CX 191-K

PAPER										
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]
.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.4350	.2330	.4130	.4130	.2250	.3340	.3260	.5330	.2740	[redacted]	[redacted]
26.7	32.2	25.0	28.1	40.4	17.5	23.4	10.9	11.6	[redacted]	[redacted]

.3434	.1762	.3304	.3224	.1602	.2342	.2642	-	.2255	[redacted]	[redacted]
.4350	.2330	.4130	.4130	.2250	.3340	.3260	-	.2740	[redacted]	[redacted]
26.7	32.2	25.0	28.1	40.4	17.5	23.4	-	21.5	[redacted]	[redacted]

	[redacted]			Homo		Choc.	
Week Ended 2/4/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	.2740	[redacted]
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	16.5	[redacted]

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	837.94
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	677.10
Dollar Discrimination (Overcharge)	[redacted]	160.84
Percent of Discrimination (Overcharge)	[redacted]	23.8

Week Ended 2/11/67							
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	-	-
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	-	-
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	-	-

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	578.80
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	466.44
Dollar Discrimination (Overcharge)	[redacted]	112.36
Percent of Discrimination (Overcharge)	[redacted]	24.1

CX191-7

PAPER												
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.4350	.2330	.4130	.4130	.2250	.3340	.3260	.5330	.2740	[redacted]	[redacted]
26.7	32.2	25.0	28.1	40.4	17.5	23.4	10.9	11.6	[redacted]	[redacted]

.3434	.1762	.3304	.3224	.1602	-	.2642	-	-	-	[redacted]
.4350	.2330	.4130	.4130	.2250	-	.3260	-	-	-	[redacted]
26.7	32.2	25.0	28.1	40.4	-	23.4	-	-	-	[redacted]

3729

	[redacted]		Homo			Butter
Week Ended 2/18/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	½ Gal.
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.3434
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	.4350
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	26.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	504.25
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	407.24
Dollar Discrimination (Overcharge)	[redacted]	97.01
Percent of Discrimination (Overcharge)	[redacted]	23.8

Week Ended 2/25/67						
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.3434
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	.4350
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	26.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	498.20
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	403.21
Dollar Discrimination (Overcharge)	[redacted]	94.99
Percent of Discrimination (Overcharge)	[redacted]	23.6

3730

CX 191-11

PAPER									
ilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.2330	.4130	.4130	.2250	.3340	.3260	.5330	.2740	[redacted]	[redacted]
32.2	25.0	28.1	40.4	17.5	23.4	10.9	11.6	[redacted]	[redacted]

.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.2330	.4130	.4130	.2250	.3340	.3260	.5330	.2740	[redacted]	[redacted]
32.2	25.0	28.1	40.4	17.5	23.4	10.9	11.6	[redacted]	[redacted]

	[redacted]		Homo			Choc.
Week Ended 3/4/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	.2740
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	16.5

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	327.73
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	264.94
Dollar Discrimination (Overcharge)	[redacted]	62.79
Percent of Discrimination (Overcharge)	[redacted]	23.7.

Week Ended 3/11/67						
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	.2740
Percent of Discrimination	[redacted]	[redacted]	23.8	23.8	22.2	16.5

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	347.28
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	279.89
Dollar Discrimination (Overcharge)	[redacted]	67.39
Percent of Discrimination (Overcharge)	[redacted]	24.1

CX191-11

PAPER										
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	-	[redacted]
.4350	.2330	.4130	.4130	.2250	.3340	.3260	.5330	.2740	-	[redacted]
26.7	32.2	25.0	28.1	40.4	17.5	23.4	10.9	11.6	-	[redacted]

.3434	.1762	.3304	.3224	.1602	.2842	.2642	-	-	[redacted]	[redacted]
.4350	.2330	.4130	.4130	.2250	.3340	.3250	-	-	[redacted]	[redacted]
26.7	32.2	25.0	28.1	40.4	17.5	23.4	-	-	[redacted]	[redacted]

	[redacted]		Homo			Butter
Week Ended 3/18/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	½ Gal.
A & P Price - Hammond	[redacted]	[redacted]	.6752	.3376	.1838	.3296
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	.4350
Percent of Discrimination	[redacted]	[redacted]	28.9	28.9	26.8	32.0

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	339.20
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	263.39
Dollar Discrimination (Overcharge)	[redacted]	75.81
Percent of Discrimination (Overcharge)	[redacted]	28.8

3732

Week Ended 3/25/67						
A & P Price - Hammond	[redacted]	[redacted]	.6752	.3376	.1838	.3296
Model Net Price	[redacted]	[redacted]	.8700	.4350	.2330	.4350
Percent of Discrimination	[redacted]	[redacted]	28.9	28.9	26.8	32.0

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	374.47
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	298.54
Dollar Discrimination (Overcharge)	[redacted]	75.93
Percent of Discrimination (Overcharge)	[redacted]	25.4

CX 191-C

		PAPER							
lk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.
.1693	.3166	.3086	.1533	.2773	.2573	.4667	.2386	[redacted]	.2806
.2330	.4130	.4130	.2250	.3340	.3260	.5330	.2740	[redacted]	.3230
37.6	30.4	33.8	46.8	20.4	26.7	14.2	14.8	[redacted]	15.1

.1693	.3166	.3086	.1533	.2773	.2573	.4667	.2386	[redacted]	.2806
.2330	.4130	.4130	.2250	.3340	.3260	.5330	.2740	[redacted]	.3230
37.6	30.4	33.8	46.8	20.4	25.7	14.2	14.8	[redacted]	15.1

	[redacted]		Homo			Choc.
Week Ended 4/1/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.
A & P Price - Hammond	[redacted]	[redacted]	.6752	.3376	.1838	.2283
Model Net Price	[redacted]	[redacted]	.8350	.4180	.2230	.2630
Percent of Discrimination	[redacted]	[redacted]	23.7	23.8	21.3	15.2

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	178.88
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	144.28
Dollar Discrimination (Overcharge)	[redacted]	34.60
Percent of Discrimination (Overcharge)	[redacted]	24.0

CX191-J

PAPER				
Buttermilk	2%	Fort. Skim		H & H
Qt.	½ Gal.	½ Gal.	Qt.	Pt.
.1693	.3166	.3086	.1533	.2573
.2230	.3960	.3960	.2160	.3130
31.7	25.1	28.3	40.9	21.6

Week Ended 6/7/69	Homo			Chocolate		Butterm
	Gal.	½ Gal.	Qt.	Qt.	~~[illegible]~~	½ Gal.
A & P Price - Hammond	.7632	.3816	.2058	.2503	~~[illegible]~~	.3200
Model Net Price	.903	.452	.240	.285	~~[illegible]~~	.452
Percent of Discrimination	18.3	18.4	16.6	13.9	~~[illegible]~~	41.3

Total Net Billing to Model of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	$ 687.75
Billing if Model Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	608.41
Dollar Discrimination (Overcharge)	~~[illegible]~~	79.34
Percent of Discrimination (Overcharge)	~~[illegible]~~	13.0

3734

Week Ended 6/14/69						
A & P Price - Hammond	.7632	.3816	.2058	.2503	~~[illegible]~~	.3200
Model Net Price	.903	.452	.240	.285	~~[illegible]~~	.452
Percent of Discrimination	18.3	18.4	16.6	13.9	~~[illegible]~~	41.3

Total Net Billing to Model of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	$ 673.83
Billing if Model Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	576.81
Dollar Discrimination (Overcharge)	~~[illegible]~~	97.02
Percent of Discrimination (Overcharge)	~~[illegible]~~	16.8

1/ Special Price.

Note:

Percentages based on price differences divided by lowest price.
( ) indicates those products on which A & P Store does not receive lowest price.

CX 191-G

PAPER										
ilk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.1913	.7212	.3606	.3526	.1753	.2993	.2768	.5067	.2586	-	-
.240	.827	.431	.431	.233	.334	.240 1/	.535	.275	-	-
25.5	14.7	19.5	22.2	32.9	11.6	(15.3)	5.6	6.3	-	-

.1913	.7212	.3606	.3526	.1753	.2993	.2768	.5067	.2586	[redacted]	.3006
.240	.827	.431	.431	.233	.334	.240 1/	.535	.275	[redacted]	.313
25.5	14.7	19.5	22.2	32.9	11.6	(15.3)	5.6	6.3	[redacted]	4.1

Week Ended 6/21/69	Homo			Chocolate		Butter
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	.7632	.3816	.2058	.2503	[redacted]	.3736
Model Net Price	.903	.452	.240	.285	[redacted]	.452
Percent of Discrimination	18.3	18.4	16.6	13.9	[redacted]	21.0

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	737.80
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	645.14
Dollar Discrimination (Overcharge)	[redacted]	92.66
Percent of Discrimination (Overcharge)	[redacted]	14.4

Week Ended 6/28/69						
A & P Price - Hammond	.7632	.3816	.2058	.2503	[redacted]	.3736
Model Net Price	.903	.452	.240	.285	[redacted]	.452
Percent of Discrimination	18.3	18.4	16.6	13.9	[redacted]	21.0

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	611.82
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	518.07
Dollar Discrimination (Overcharge)	[redacted]	93.75
Percent of Discrimination (Overcharge)	[redacted]	18.1

1/ Special Price.

CX 191-R

PAPER										
milk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]	Onion Dip
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.
.1913	.7212	.3606	.3526	.1753	.2993	.240	.5067	.2586	[illegible]	-
.240	.827	.431	.431	.233	.334	.240 1/	.535	.275	[illegible]	-
25.5	14.7	19.5	22.2	32.9	11.6	-0-	5.6	6.3	[illegible]	-
.1913	.7212	.3606	.3526	.1753	.2993	.2400	.5067	.2586	[illegible]	.3006
.240	.827	.431	.431	.233	.334	.327	.535	.275	[illegible]	.313
25.5	14.7	19.5	22.2	32.9	11.6	36.3	5.6	6.3	[illegible]	4.2

3735

	Homo			Chocolate		Buttermilk	
Week Ended 7/5/69	Gal.	½ Gal.	Qt.	Qt.		½ Gal.	Qt.
P Price - Hammond	.7632	.3816	.2058	.2503	-	.3735	.1913
Net Price	.903	.452	.240	.285	-	.452	.240
nt of Discrimination	18.3	18.4	16.6	13.9	-	21.0	25.5

Total Net Billing to Model of its Purchases of These Items 620.68

Billing if Model Had Been Charged Prices Paid by A & P For These Items 525.59.

Dollar Discrimination (Overcharge) 95.09

Percent of Discrimination (Overcharge) 18.1

Week Ended 7/12/69							
Price - Hammond	.7732	.3866	.2083	.2528		.3786	.1938
Net Price	.903	.452	.240	.285		.452	.240
cent of Discrimination	16.8	16.9	15.2	12.7		19.4	23.8

Total Net Billing to Model of its Purchases of These Items 745.07

Billing if Model Had Been Charged Prices Paid by A & P For These Items 668.55

Dollar Discrimination (Overcharge) 76.52

Percent of Discrimination (Overcharge) 11.4

1/ Special Price.

3736

CX 191-S

PAPER											
2%		Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	Onion Dip
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.7212	.3606	.3526	.1753	.2993	.2768	-	.5067	.2536	[redacted]	[redacted]
.827	.431	.431	.233	.334	.327	-	.535	.275	[redacted]	[redacted]
14.7	19.5	22.2	32.9	11.6	18.1	-	5.6	6.3	[redacted]	[redacted]
.7312	.3656	.3576	.1778	-	.2793	$.279\overset{3}{\cancel{2}}$	.5117	.2611	-	.22[illegible]0
.827	.431	.431	.233	-	.327	.240 1/	.535	.275	-	.313
13.1	17.9	20.5	31.0	-	17.1	(16.4)	4.6	5.3	-	42.3

	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
Week Ended 7/19/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Model Net Price	.903	.452	.240	.285	[redacted]	.452	.240
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4	23.8

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	640.40
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	548.15
Dollar Discrimination (Overcharge)	[redacted]	92.25
Percent of Discrimination (Overcharge)	[redacted]	16.8

	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
Week Ended 7/26/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Model Net Price	.903	.452	.240	.285	[redacted]	.452	.240
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4	23.8

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	617.05
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	528.54
Dollar Discrimination (Overcharge)	[redacted]	88.51
Percent of Discrimination (Overcharge)	[redacted]	16.7

[redacted]

CX 191-T

PAPER										
2%		Port. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[illegible]	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	-	[redacted]
.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	-	[redacted]
13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	[redacted]	-	[redacted]

.7312	.3656	.3576	.1778	.3018	.2793	-	.2611	-	.3031	[redacted]
.827	.431	.431	.233	.334	.327	-	.275	-	.313	[redacted]
13.1	17.9	20.5	31.0	10.7	17.1	-	5.3	-	3.3	[redacted]

	Homo			Chocolate		Buttermi
Week Ended 8/2/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	.7732	.3866	.2083	.2528	-	.3786
Model Net Price	.903	.452	.240	.285	-	.452
Percent of Discrimination	16.8	16.9	15.2	12.7	-	19.4

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	714.26
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	609.21
Dollar Discrimination (Overcharge)	[redacted]	105.05
Percent of Discrimination (Overcharge)	[redacted]	17.2

Week Ended 8/9/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786
Model Net Price	.903	.452	.240	.285	[redacted]	.452
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	673.53
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	578.66
Dollar Discrimination (Overcharge)	[redacted]	94.87
Percent of Discrimination (Overcharge	[redacted]	16.4

3738

CX 191-11

PAPER										
lk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Cream Dip
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		[illegible]
.1938	.7312	.3656	.3576	.1778	.2450	.2793	.5117	.2611	[redacted]	.3031
.240	.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	.313
3.8	13.1	17.9	20.5	31.0	36.3	17.1	4.6	5.3	[redacted]	3.3
.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	-
.240	.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	-
23.8	13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	[redacted]	-

Week Ended 8/16/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Model Net Price	.903	.452	.240	.285	.452	.240
Percent of Discrimination	16.8	16.9	15.2	12.7	19.4	23.8

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	644.65
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	552.09
Dollar Discrimination (Overcharge)	[redacted]	92.56
Percent of Discrimination (Overcharge)	[redacted]	16.8

Week Ended 8/23/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Model Net Price	.903	.452	.240	.285	.452	.240
Percent of Discrimination	16.8	16.9	15.2	12.7	19.4	23.8

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	574.79
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	491.87
Dollar Discrimination (Overcharge)	[redacted]	82.92
Percent of Discrimination (Overcharge)	[redacted]	16.9

CX 191-V

PAPER									
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.
.7312	.3656	.3576	.1778	.3018	.2793	.4300	.2611	[redacted]	.3031
.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	.313
13.1	17.9	20.5	31.0	10.7	17.1	24.4	5.3	[redacted]	3.3

.7312	.3656	.3576	.1778	.3018	.2793	.4300	.2611	[redacted]	.3031
.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	.313
13.1	17.9	20.5	31.0	10.7	17.1	24.4	5.3	[redacted]	3.3

Week Ended 8/30/69	Homo			Chocolate	
	Gal.	½ Gal.	Qt.	Qt.	[illegible]
A & P Price - Hammond	.7732	.3866	.2083	.2528	[illegible]
Model Net Price	.903	.452	.240	.285	[illegible]
Percent of Discrimination	16.8	16.9	15.2	12.7	[illegible]

Total Net Billing to Model of its Purchases of These [illegible] Items	[illegible]	619.72
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[illegible]	532.22
Dollar Discrimination (Overcharge)	[illegible]	87.50
Percent of Discrimination (Overcharge)	[illegible]	16.4

3740

CX 191-M

PAPER										
Buttermilk		2%		Fort, Skim		Whip Cream	H & H	Sour Cream		Onion Dip
½ Gal.	Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]
.3786	.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	.3031
.452	.240	.827	.431	.431	.233	.334	.327	.535	.275	.313
19.4	23.8	13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	3.3

Week Ended 9/6/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Model Net Price	.903	.452	.240	.285	[redacted]	.452	.240
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4	23.8

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	692.66
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	593.30
Dollar Discrimination (Overcharge)	[redacted]	99.36
Percent of Discrimination (Overcharge)	[redacted]	16.7

Week Ended 9/13/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Model Net Price	.903	.452	.240	.285	[redacted]	.452	.240
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4	23.8

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	631.82
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	541.81
Dollar Discrimination (Overcharge)	[redacted]	90.01
Percent of Discrimination (Overcharge)	[redacted]	16.6

CX 191-X

PAPER

2% Gal.	2% ½ Gal.	Fort. Skim* ½ Gal.	Fort. Skim* Qt.	Whip Cream Pt.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	[redacted]	Onion Dip ½ Pt.	[redacted]
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	-
.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	.313	-
13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	[redacted]	3.3	-

.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	-	.3031	[redacted]
.827	.4[illegible]	.431	.233	.334	.327	.535	.275	-	.313	[redacted]
13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	-	3.3	[redacted]

Week Ended 9/20/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butte ½ Gal.
A&P Price - Hammond	.7732	.3866	.2083	.2528	-	.3786
Model Net Price	.903	.452	.240	.285	-	.452
Percent of Discrimination	16.8	16.9	15.2	12.7	-	19.4

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	664.75
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	570.52
Dollar Discrimination (Overcharge)	[redacted]	94.23
Percent of Discrimination (Overcharge)	[redacted]	16.5

3742

Week Ended 9/27/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786
Model Net Price	.903	.452	.240	.285	[redacted]	.452
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	547.67
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	470.22
Dollar Discrimination (Overcharge)	[redacted]	77.45
Percent of Discrimination (Overcharge)	[redacted]	16.5

[redacted]

X-161X

PAPER											
milk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.240	.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	.313	[redacted]
23.8	13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	[redacted]	3.3	[redacted]

.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	-	.3031	-
.240	.827	.431	.431	.233	.334	.327	.535	.275	-	.313	-
23.8	13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	-	3.3	-

Week Ended 10/4/69	Homo			Chocolate		Butte
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786
Model Net Price	.903	.452	.240	.285	[redacted]	.452
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	591.83
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	506.75
Dollar Discrimination (Overcharge)	[redacted]	85.08
Percent of Discrimination (Overcharge)	[redacted]	16.8

Week Ended 10/11/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786
Model Net Price	.903	.452	.240	.285	[redacted]	.452
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4

Total Net Billing to Model of its Purchases Of These [redacted] Items	[redacted]	493.91
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	421.06
Dollar Discrimination (Overcharge)	[redacted]	72.85
Percent of Discrimination (Overcharge)	[redacted]	17.2

CX 191-Z

PAPER										
rmilk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	-
.240	.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	-
23.8	13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	[redacted]	-

.1938	.7312	.3656	.3576	.1778	.3018	.2400	.5117	.2611	-	[redacted]
.240	.827	.431	.431	.233	.334	.327	.535	.275	-	[redacted]
23.8	13.1	17.9	20.5	31.0	10.7	36.3	4.6	5.3	-	[redacted]

	Homo			Chocolate		Butt
Week Ended 10/18/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786
Model Net Price	.903	.452	.240	.285	[redacted]	.452
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	588.15
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	501.79
Dollar Discrimination (Overcharge)	[redacted]	86.36
Percent of Discrimination (Overcharge)	[redacted]	17.2

3744

Week Ended 10/25/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786
Model Net Price	.903	.452	.240	.285	[redacted]	.452
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	514.06
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	441.40
Dollar Discrimination (Overcharge)	[redacted]	72.66
Percent of Discrimination (Overcharge)	[redacted]	16.5

[redacted]

CX 191-21

PAPER

ermilk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.1938	.7312	.3656	.3576	.1778	.3018	.2400	.5117	.2611	-	.3031
.240	.827	.431	.431	.233	.334	.327	.535	.275	-	.313
23.8	13.1	17.9	20.5	31.0	10.7	36.3	4.6	5.3	-	3.3

.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031
.240	.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	~~.313~~ .313
23.8	13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	[redacted]	3.3

	Homo			Chocolate		Buttermilk	
Week Ended 11/1/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Model Net Price	.903	.452	.240	.285	[redacted]	.452	.240
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4	23.8

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	798.07
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	685.41
Dollar Discrimination (Overcharge)	[redacted]	112.66
Percent of Discrimination (Overcharge)	[redacted]	16.4

Week Ended 11/8/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Model Net Price	.903	.452	.240	.285	[redacted]	.452	.240
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4	23.8

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	709.66
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	610.23
Dollar Discrimination (Overcharge)	[redacted]	99.43
Percent of Discrimination (Overcharge)	[redacted]	16.3

[redacted]

CX191-Z2

PAPER										
2%		Fat Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	.313	[redacted]
13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	[redacted]	3.3	[redacted]

.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	-	.3031	-
.827	.431	.431	.233	.334	.327	.535	.275	-	.313	-
13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	-	3.3	-

3745

Week Ended 11/15/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butte ½ Gal.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786
Model Net Price	.903	.452	.240	.285	[redacted]	.452
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	639.74
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	548.81
Dollar Discrimination (Overcharge)	[redacted]	90.43
Percent of Discrimination (Overcharge)	[redacted]	16.5

Week Ended 11/22/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786
Model Net Price	.903	.452	.240	.285	[redacted]	.452
Percent of Discrimination	16.8	16.9	15.2	12.7	[redacted]	19.4

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	719.90
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	620.73
Dollar Discrimination (Overcharge)	[redacted]	99.17
Percent of Discrimination (Overcharge)	[redacted]	16.0

[redacted]

PAPER											
rmilk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.240	.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	.313	[redacted]
23.8	13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	[redacted]	3.3	[redacted]

.1938	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	-
.240	.827	.431	.431	.233	.334	.327	.535	.275	[redacted]	.313	-
23.8	13.1	17.9	20.5	31.0	10.7	17.1	4.6	5.3	[redacted]	3.3	-

Week Ended 11/29/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate ~~½ Gal.~~	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	~~[illegible]~~	.3786	.1938
Model Net Price	.903	.452	.240	.285	~~[illegible]~~	.452	.240
Percent of Discrimination	16.8	16.9	15.2	12.7	~~[illegible]~~	19.4	23.8

Total Net Billing to Model of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	741.61
Billing If Model Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	649.02
Dollar Discrimination (Overcharge)	~~[illegible]~~	92.59
Percent of Discrimination (Overcharge)	~~[illegible]~~	14.3

- Special Price.

CX 191-Z4

PAPER										
2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[illegible]	Onion [illegible]
Gal.	½ Gal.	½ Gal.	Qts	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	[illegible]
.7312	.3656	.3576	.1778	.4366	.2450	.2793	.5117	.2611	[illegible]	.3031
.827	.431	.431	.233	.469	.250 1/	.327	.535	.275	[illegible]	.313
13.1	17.9	20.5	31.0	7.4	2.0	17.1	4.6.	5.3	[illegible]	3.3

3747

Week Ended 12/6/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Model Net Price	.943	.472	.250	.295	[redacted]	.472	.250
Percent of Discrimination	17.9	18.0	16.3	13.7	[redacted]	20.4	24.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	778.76
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	660.85
Dollar Discrimination (Overcharge)	[redacted]	117.91
Percent of Discrimination (Overcharge)	[redacted]	17.8

3748

Week Ended 12/13/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.8000	.4000	.2150	-	[redacted]	.3920	.2005
Model Net Price	.943	.472	.250	-	[redacted]	.472	.250
Percent of Discrimination	17.9	18.0	16.3	-	[redacted]	20.4	24.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	713.82
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	608.23
Dollar Discrimination (Overcharge)	[redacted]	105.59
Percent of Discrimination (Overcharge)	[redacted]	17.4

[redacted]

CX 191-25

P A P E R											
2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7580	.3790	.3710	.1845	.4366	.2450	.2860	-	.2678	-	.3093	[redacted]
.867	.451	.451	.243	.469	.344	.347	-	.285	-	.323	[redacted]
14.4	19.0	21.6	31.7	7.4	40.4	21.3	-	6.4	-	4.3	[redacted]
.7580	.3790	.3710	.1845	.4366	.3085	.2860	.5251	.2678	[redacted]	.2200	-
.867	.451	.451	.243	.469	.344	.347	.555	.285	[redacted]	.323	-
14.4	19.0	21.6	31.7	7.4	11.5	21.3	5.7	6.4	[redacted]	46.8	-

Week Ended 12/20/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Model Net Price	.943	.472	.250	.295	[redacted]	.472	.250
Percent of Discrimination	17.9	18.0	16.3	13.7	[redacted]	20.4	24.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	768.06
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	654.60
Dollar Discrimination (Overcharge)	[redacted]	113.46
Percent of Discrimination (Overcharge)	[redacted]	17.3

Week Ended 12/27/69							
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Model Net Price	.943	.472	.250	.295	[redacted]	.472	.250
Percent of Discrimination	17.9	18.0	16.3	13.7	[redacted]	20.4	24.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	787.15
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	673.45
Dollar Discrimination (Overcharge)	[redacted]	113.70
Percent of Discrimination (Overcharge)	[redacted]	16.9

1/ Special Price.

CX 191-26

PAPER													
2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		~~[illegible]~~	Onion Dip	~~[illegible]~~	~~[illegible]~~
Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	~~[illegible]~~	½ Pt.	~~[illegible]~~	~~[illegible]~~
.7580	.3790	.3710	.1845	.4366	.3085	.2860	.5251	.2678	~~[illegible]~~	.2200	~~[illegible]~~	~~[illegible]~~
.867	.451	.451	.243	.469	.344	.347	.555	.285	~~[illegible]~~	.323	~~[illegible]~~	~~[illegible]~~
14.4	19.0	21,6	31.7	7.4	11.5	21.3	5.7	6.4	~~[illegible]~~	46.8	~~[illegible]~~	~~[illegible]~~
.7580	.3790	.3710	.1845	.3800	.3085	.2860	.5251	.2678	-	.3098	-	-
.867	.451	.451	.243	.419 1/	.344	.310 1/	.555	.285	-	.323	-	-
14.4	19.0	21.6	31.7	10.3	11.5	8.4	5.7	6.4	-	4.3	-	-

	Homo			Choc.		Buttermilk	
Week Ended 1/3/70	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Model Net Price	.943	.472	.250	.295	[redacted]	.472	.250
Percent of Discrimination	17.9	18.0	16.3	13.7	[redacted]	20.4	24.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	744.28
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	635.25
Dollar Discrimination (Overcharge)	[redacted]	109.03
Percent of Discrimination (Overcharge)	[redacted]	17.2

	Homo			Choc.		Buttermilk	
Week Ended 1/10/70	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Model Net Price	.943	.472	.250	.295	[redacted]	.472	.250
Percent of Discrimination	17.9	18.0	16.3	13.7	[redacted]	20.4	24.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	765.91
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	650.96
Dollar Discrimination (Overcharge)	[redacted]	114.95
Percent of Discrimination (Overcharge)	[redacted]	17.7

1/ Special Price.

CX191-Z7

PAPER										
2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip
Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.7580	.3790	.3710	.1845	.3800	.3085	.2860	.5251	.2678	[redacted]	-
.867	.451	.451	.243	.419 1/	.344	.347	.555	.285	[redacted]	-
14.4	19.0	21.6	31.7	10.3	11.5	21.3	5.7	6.4	[redacted]	-
.7580	.3790	.3710	.1845	-	-	.2860	.5251	.2678	[redacted]	.3095
.867	.451	.451	.243	-	-	.347	.555	.285	[redacted]	.323
14.4	19.0	21.6	31.7	-	-	21.3	5.7	6.4	[redacted]	4.3

Week Ended 1/17/70	Homo			Choc.		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Model Net Price	.943	.472	.250	.295	[redacted]	.472	.250
Percent of Discrimination	17.9	18.0	16.3	13.7	[redacted]	20.4	24.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	768.42
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	653.74
Dollar Discrimination (Overcharge)	[redacted]	114.68
Percent of Discrimination (Overcharge)	[redacted]	17.5

Week Ended 1/24/70							
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Model Net Price	.943	.472	.250	.295	[redacted]	.472	.250
Percent of Discrimination	17.9	18.0	16.3	13.7	[redacted]	20.4	24.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	748.42
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	634.27
Dollar Discrimination (Overcharge)	[redacted]	114.15
Percent of Discrimination (Overcharge)	[redacted]	18.0

1/ Special Price.

CX 191-Z-8

PAPER

2%		Fort. Skim		Whip Cream	H & H	Sour Cream		~~[illegible]~~	Union Dip	~~[illegible]~~
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	~~[illegible]~~	.3098	-
.867	.451	.451	.243	.344	.347	.555	.285	~~[illegible]~~	.323	-
14.4	19.0	21.6	31.7	11.5	21.3	5.7	6.4	~~[illegible]~~	4.3	-
.7580	.3790	.3710	.1845	.3085	.2450	.5251	.2678	-	.3095	~~[illegible]~~
.867	.451	.451	.243	.344	.347	.555	.285	-	.323	~~[illegible]~~
16.4	19.0	21.6	31.7	11.5	41.6	5.7	6.4	-	4.3	~~[illegible]~~

	Homo			[redacted]	Buttermilk		2
Week Ended 1/31/70	Gal.	½ Gal.	Qt.	[redacted]	½ Gal.	Qt.	Gal.
A & P Price - Hammond	.8000	.4000	.2150	[redacted]	.3920	.2005	.7580
Model Net Price	.943	.472	.250	[redacted]	.472	.250	.867
Percent of Discrimination	17.9	18.0	16.3	[redacted]	20.4	24.7	14.4

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	622.75
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	531.04
Dollar Discrimination (Overcharge)	[redacted]	91.71
Percent of Discrimination (Overcharge)	[redacted]	17.2

1/ Special Price.

CX 191-Z9

P A P E R										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
l.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.7580	.3790	.3710	.1845	.3085	.2450	.5251	.2678	[redacted]	[redacted]	[redacted]
.867	.451	.350 1/	.243	.344	.347	.555	.285	[redacted]	[redacted]	[redacted]
.4	19.0	(6.0)	31.7	11.5	41.6	5.7	6.4	[redacted]	[redacted]	[redacted]

Week Ended 2/7/70	Homo			Choc.		Butter
	Gal.	½ Gal.	Qt.	~~½ Gal.~~	Qt.	½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	-	.2595	.3920
Model Net Price	.943	.472	.250	-	.295	.472
Percent of Discrimination	17.9	18.0	16.3	-	13.7	20.4

Total Net Billing to Model of its Purchases of These ~~16~~ Items	~~[illegible]~~	688.05
Billing if Model Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	584.24
Dollar Discrimination (Overcharge)	~~[illegible]~~	103.81
Percent of Discrimination (Overcharge)	~~[illegible]~~	17.8

Week Ended 2/14/70						
A & P Price - Hammond	.8000	.4000	.2150	~~[illegible]~~	-	.3920
Model Net Price	.943	.472	.250	~~[illegible]~~	-	.472
Percent of Discrimination	17.9	18.0	16.3	~~[illegible]~~	-	20.4

Total Net Billing to Model of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	699.31
Billing if Model Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	594.70
Dollar Discrimination (Overcharge)	~~[illegible]~~	104.61
Percent of Discrimination (Overcharge)	~~[illegible]~~	17.6

CX191 - Z10

PAPER

ilk		2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]	[illegible]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	[illegible]
.2005	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[illegible]	[illegible]
.250	.867	.451	.451	.243	.344	.347	.555	.285	[illegible]	[illegible]
24.7	14.4	18.0	21.6	31.7	11.5	21.3	5.7	6.4	[illegible]	[illegible]

.2005	.7580	.3790	.3710	-	.3085	.2860	.5251	.2678	-	[illegible]
.250	.867	.451	.451	-	.344	.347	.555	.285	-	[illegible]
24.7	14.4	19.0	21.6	-	11.5	21.3	5.7	6.4	-	[illegible]

	Homo			Chocolate		Buttermilk	
Week Ended 2/21/70	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	-	.3920	.2005
Model Net Price	.943	.472	.250	.295	-	.472	.250
Percent of Discrimination	17.9	18.0	16.3	13.7	-	20.4	24.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	644.56
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	547.40
Dollar Discrimination (Overcharge)	[redacted]	97.16
Percent of Discrimination (Overcharge)	[redacted]	17.7

	Homo			Chocolate		Buttermilk	
Week Ended 2/28/70	Gal.	½ Gal.	Qt.	Qt.		½ Gal.	Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Model Net Price	.943	.472	.250	.295	[redacted]	.472	.250
Percent of Discrimination	17.9	18.0	16.3	13.7	[redacted]	20.4	24.7

Total Net Billing to Model of its Purchases of These [redacted] Items	[redacted]	668.27
Billing if Model Had Been Charged Prices Paid by A & P For These Items	[redacted]	567.24
Dollar Discrimination (Overcharge)	[redacted]	101.03
Percent of Discrimination (Overcharge)	[redacted]	17.8

[redacted]

3754

CX 191-Z11

PAPER										
2%		Fort. Skim		Whip Cream	H &	Sour Cream		[illegible]	Onion Dip	[illegible]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.	[illegible]
.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[illegible]	[illegible]	-
.867	.451	.451	.243	.344	.347	.555	.285	[illegible]	[illegible]	-
14.4	19.0	21.6	31.7	11.5	21.3	5.7	6.4	[illegible]	[illegible]	-

.7580	.3790	.3710	.1845	.3085	.2860	-	.2678	.3758	.3093	[illegible]
.867	.451	.451	.243	.344	.347	-	.285	.409	.323	[illegible]
14.4	19.0	21.6	31.7	11.5	21.3	-	6.4	8.8	4.3	[illegible]

Week Ended 3/7/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate ½ Gal.	Butterm ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[illegible]	.3920
Model Net Price	.943	.472	.250	.295	[illegible]	.472
Percent of Discrimination	17.9	18.0	16.3	13.7	[illegible]	20.4

Total Net Billing to Model of its Purchases of These [illegible] Items [illegible] 772.44

Billing if Model Had Been Charged Prices Paid by A & P For These Items [illegible] 705.72

Dollar Discrimination (Overcharge) [illegible] 66.72

Percent of Discrimination (Overcharge) [illegible] 9.5

Week Ended 3/14/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate ½ Gal.	Butterm ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[illegible]	.3920
Model Net Price	.943	.472	.250	.295	[illegible]	.472
Percent of Discrimination	17.9	18.0	16.3	13.7	[illegible]	20.4

Total Net Billing to Model of its Purchases of These [illegible] Items [illegible] 861.63

Billing if Model Had Been Charged Prices Paid by A & P For These Items [illegible] 768.69

Dollar Discrimination (Overcharge) [illegible] 92.94

Percent of Discrimination (Overcharge) [illegible] 12.1

1/ Special Price.

CX 191-Z12

PAPER										
lk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]	Onion Dip
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.
.2005	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	-	-
.250	.867	.451	.451	.243	.344	.245 1/	.555	.285	-	-
4.7	14.4	19.0	21.6	31.7	11.5	(16.7)	5.7	6.4	-	-

.2005	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[illegible]	.3098
.250	.867	.451	.451	.243	.344	.245 1/	.555	.285	[illegible]	.323
24.7	14.4	19.0	21.6	31.7	11.5	(16.7)	5.7	6.4	[illegible]	4.3

3756

Week Ended 3/21/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate ~~[illegible]~~	Butter ½ Gal.
A & P Price - Harmond	.8000	.4000	.2150	.2595	~~[illegible]~~	.3920
Model Net Price	.943	.472	.250	.295	~~[illegible]~~	.472
Percent of Discrimination	17.9	18.0	16.3	13.7	~~[illegible]~~	20.4

Total Net Billing to Model of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	705.70
Billing if Model had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	599.44
Dollar Discrimination (Overcharge)	~~[illegible]~~	106.26
Percent of Discrimination (Overcharge)	~~17.7~~	17.7

Week Ended 3/28/70						
A & P Price - Harmond	.8000	.4000	.2150	.2595	~~[illegible]~~	.3920
Model Net Price	.943	.472	.250	.295	~~[illegible]~~	.472
Percent of Discrimination	17.9	18.0	16.3	13.7	~~[illegible]~~	20.4

Total Net Billing to Model of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	887.72
Billing if Model Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	766.82
Dollar Discrimination (Overcharge)	~~[illegible]~~	120.90
Percent of Discrimination (Overcharge)	~~[illegible]~~	15.8

1/ Special Price.

CX 191-Z12

P A P E R										
ilk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		~~[illegible]~~	Onion Dip
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	~~[illegible]~~	½ Pt.
.2005	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	-	.3098
.250	.867	.451	.451	.243	.344	.347	.555	.285	-	.323
24.7	14.4	19.0	21.6	31.7	11.5	21.3	5.7	6.4	-	4.3

.2005	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	~~[illegible]~~	.3093
.250	.867	.451	.451	.243	.265 1/	.347	.555	.285	~~[illegible]~~	.323
24.7	14.4	19.0	21.6	31.7	(16.4)	21.3	5.7	6.4	~~[illegible]~~	4.3

✓

final

JOSEPH TITTLE & SON, INC.

Summary of Price Discriminations, by Month, of Billings of Common Items 1/, by Borden, Inc., to A & P Stores and Joseph Tittle & Son, Inc., Highland, both of Hammond, Indiana, During Periods of October 1966-March 1967 and June 1969-March 1970.

Month	Total Net Billing To Tittle	Billing If Tittle Had Been Charged A & P Prices	Dollar Discrimination	Percent of Discrimination
October 1966	$ 1,720.07	$ 1,562.28	$ 157.79	10.1%
November 1966	2,198.92	1,995.78	203.14	10.2
December 1966	2,564.56	2,276.85	287.71	12.6
January 1967	1,490.91	1,312.30	178.61	13.6
February 1967	2,207.03	1,958.67	248.36	12.7
March 1967	2,482.79	2,160.59	322.20	14.9
Six Months Total	$12,664.28	$11,266.47	$1,397.81	12.4%
June 1969	$ 1,761.87	$ 1,627.75	$ 134.12	8.2%
July 1969	1,883.48	1,784.00	99.48	5.6
August 1969	1,990.58	1,816.06	174.52	9.6
September 1969	1,994.95	1,899.65	95.30	5.0
October 1969	2,656.59	2,483.30	173.29	7.0
November 1969	3,808.23	3,559.10	249.13	7.0
December 1969	2,804.30	2,638.76	165.54	6.3
January 1970	2,597.52	2,476.54	120.98	4.9
February 1970	2,069.75	1,999.80	69.95	3.5
March 1970	2,246.91	2,193.66	53.25	2.4
Ten Months Total	$23,814.18	$22,478.62	$1,335.56	5.9%

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda for periods of October 1966-March 1967 and June 1969-March 1970.

1/ Only Private Label Products Considered in A & P Purchases.

CX194-A

CX 194-A

JOSEPH TITTLE & SON, INC., HIGHLAND

Comparison of Net Sales of Common Items Used in Commission's Tabulations, by Month, to Total Sales of All Items Sold to Joseph Tittle & Son, Inc., Highland, Hammond, Indiana, by Borden, Inc., During Periods of 10/66-3/67 and 6/69-3/70.

Month	Borden Net Sales of All Items	Borden Net Sales Of Common Items	Percent Of Common Items To All Items
October 1966	$ 2,369.74	$ 1,720.07	72.6%
November 1966	2,694.47	2,198.92	81.6
December 1966	3,350.27	2,564.56	76.6
January 1967	1,824.14	1,490.91	81.7
February 1967	2,574.00	2,207.03	85.7
March 1967	2,924.94	2,482.79	84.9
Six Months Total	$15,737.56	$12,664.28	80.5%
June 1969	$ 2,165.69	$ 1,761.87	81.4%
July 1969	2,383.52	1,883.48	79.0
August 1969	2,523.40	1,990.58	78.9
September 1969	2,528.36	1,994.95	78.9
October 1969	3,118.51	2,656.59	85.2
November 1969	4,459.62	3,808.23	85.4
December 1969	3,215.91	2,804.30	87.2
January 1970	3,419.66	2,597.52	76.0
February 1970	2,982.37	2,069.75	69.4
March 1970	2,565.77	2,246.91	87.6
Ten Months Total	$29,362.81	$23,814.18	81.1%

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda.

[redacted]

	[redacted]		Homo		Choc.	
Week Ended 10/8/66	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	.7288	.3644	.1972	.2417	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	9.1	9.2	13.1	8.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	$ 252.29
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	229.20
Dollar Discrimination (Overcharge)	[redacted]	23.09
Percent of Discrimination (Overcharge)	[redacted]	10.1

Week Ended 10/15/66						
A & P Price - Hammond	[redacted]	.7184	.3592	.1946	.2391	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	10.7	10.8	14.6	10.0	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	$ 420.20
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	384.87
Dollar Discrimination (Overcharge)	[redacted]	35.33
Percent of Discrimination (Overcharge)	[redacted]	9.2

1/ Special Price.

Note: Percentages based on price differences divided by lowest price.
( ) indicates those products on which A & P Store does not receive lowest price.

[redacted]

PAPER

Buttermilk		2%	Fort. Skim		[redacted]		[redacted]	Whip Cream	H & H	[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	[redacted]	[redacted]	[redacted]	½ Pt.	Pt.	[redacted]	[redacted]
.3564	.1827	.3304	-	.1667	[redacted]	[redacted]	[redacted]	-	-	-	-
.418	.223	.396	-	.216	[redacted]	[redacted]	[redacted]	-	-	-	-
17.3	22.1	19.9	-	29.6	[redacted]	[redacted]	[redacted]	-	-	-	-
.3512	.1801	.3382	.3302	.1647	[redacted]	-	[redacted]	.2681	.2681	[redacted]	[redacted]
.33 1/	.223	.396	.396	.216	[redacted]	-	[redacted]	.32	.313	[redacted]	[redacted]
(6.4)	23.8	17.1	19.9	31.1	[redacted]	-	[redacted]	11.1	16.7	[redacted]	[redacted]

<X114>

3759

	[redacted]	Homo			Choc.		Butter
Week Ended 10/22/66	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	[redacted]	.7184	.3592	.1946	.2391	[redacted]	.3512
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]	.418
Percent of Discrimination	[redacted]	10.7	10.8	14.6	10.0	[redacted]	19.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	587.45
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	533.82
Dollar Discrimination (Overcharge)	[redacted]	53.63
Percent of Discrimination (Overcharge)	[redacted]	10.0

Week Ended 10/29/66							
A & P Price - Hammond	[redacted]	.7224	.3612	.1956	-	[redacted]	.3532
Tittle Net Price	[redacted]	.795	.398	.223	-	[redacted]	.418
Percent of Discrimination	[redacted]	10.0	10.2	14.0	-	[redacted]	18.3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	460.13
Billing if Tittle Had Been Charged Prices Paid by A & P, For These Items	[redacted]	414.39
Dollar Discrimination (Overcharge)	[redacted]	45.74
Percent of Discrimination (Overcharge)	[redacted]	11.0

1/ Special Price.

PAPER										
ilk	2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]			
.1801	.3382	.3302	.1647	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.223	.396	.396	.216	.238 1/	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
23.8	17.1	19.9	31.1	(21.1)	16.7	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

.1811	.3402	.3322	.1651	-	.2691	[redacted]	-	[redacted]	[redacted]	[redacted]
.223	.396	.396	.216	-	.313	[redacted]	-	[redacted]	[redacted]	[redacted]
23.1	16.4	19.2	30.8	-	16.3	[redacted]	-	[redacted]	[redacted]	[redacted]

CX191 D

Week Ended 11/5/66	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. [redacted]	Choc. Qt.	Butt ½ Gal.
A & P Price - Hammond	[redacted]	.7224	.3612	.1956	[redacted]	.2401	.3532
Tittle Net Price	[redacted]	.795	.398	.223	[redacted]	.263	.418
Percent of Discrimination	[redacted]	10.0	10.2	14.0	[redacted]	9.5	18.3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	655.82
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	595.75
Dollar Discrimination (Overcharge)	[redacted]	60.07
Percent of Discrimination (Overcharge)	[redacted]	10.1

Week Ended 11/12/66							
A & P Price - Hammond	[redacted]	.7224	.3612	.1956	[redacted]	.2401	.3532
Tittle Net Price	[redacted]	.795	.398	.223	[redacted]	.22 1/	.418
Percent of Discrimination	[redacted]	10.0	10.2	14.0	[redacted]	(9.1)	18.3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	487.38
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	446.28
Dollar Discrimination (Overcharge)	[redacted]	41.10
Percent of Discrimination (Overcharge)	[redacted]	9.2

1/ Special Price.

CX1944E

PAPER										
ermilk	2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]			
.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]	-
.18 1/	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	-
(.6)	16.4	19.2	30.8	10.7	16.3	[redacted]	[redacted]	[redacted]	[redacted]	-
.1811	-	.3322	.1651	.2891	.2691	-	[redacted]	-	-	[redacted]
.223	-	.396	.216	.32	.313	-	[redacted]	-	-	[redacted]
23.1	-	19.2	30.8	10.7	16.3	-	[redacted]	-	-	[redacted]

	[redacted]	Homo			Buttermilk		2%
Week Ended 11/19/66	[redacted]	Gal.	½ Gal.	Qt.	½ Gal.	Qt.	½ Gal.
A & P Price - Hammond	[redacted]	.7224	.3612	.1956	.3532	.1811	.3402
Tittle Net Price	[redacted]	.795	.398	.223	.418	.223	.396
Percent of Discrimination	[redacted]	10.0	10.2	14.0	18.3	23.1	16.4

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	588.64
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	535.20
Dollar Discrimination (Overcharge)	[redacted]	53.44
Percent of Discrimination (Overcharge)	[redacted]	10.0

Week Ended 11/26/66							
A & P Price - Hammond	[redacted]	.7184	.3592	.1946	.3512	.1801	.3382
Tittle Net Price	[redacted]	.795	.398	.223	.418	.223	.396
Percent of Discrimination	[redacted]	10.7	10.8	14.6	19.0	23.8	17.1

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	467.08
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	418.55
Dollar Discrimination (Overcharge)	[redacted]	48.53
Percent of Discrimination (Overcharge)	[redacted]	11.6

1/ Special Price.

CX 194 F

PAPER										
Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]	Choc.	
½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	Qt.
.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	-	-
.396	.216	.32	.27 1/	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	-	-
19.2	30.8	10.7	.3	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	-	-
.3302	.1641	.2881	-	[redacted]	[redacted]	[redacted]	[redacted]	-	[redacted]	.239
.396	.216	.32	-	[redacted]	[redacted]	[redacted]	[redacted]	-	[redacted]	.283
19.9	31.6	11.1	-	[redacted]	[redacted]	[redacted]	[redacted]	-	[redacted]	10.0

	[redacted]						
	[redacted]	Homo			Choc.		Butte
Week Ended 12/3/66	[redacted]	Gal.	½ Gal.	Qt.	[redacted].	Qt.	½ Gal.
A & P Price - Hammond	[redacted]	.7184	.3592	.1946	[redacted]	.2391	.3512
Tittle Net Price	[redacted]	.795	.398	.223	[redacted]	.263	.418
Percent of Discrimination	[redacted]	10.7	10.8	14.6	[redacted]	10.0	19.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	515.19
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	461.37
Dollar Discrimination (Overcharge)	[redacted]	53.82
Percent of Discrimination (Overcharge)	[redacted]	11.7

Week Ended 12/10/66							
A & P Price - Hammond	[redacted]	.7184	.3592	.1946	-	.2391	.3512
Tittle Net Price	[redacted]	.795	.398	.223	-	.263	.418
Percent of Discrimination	[redacted]	10.7	10.8	14.6	-	10.0	19.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	515.13
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	461.34
Dollar Discrimination (Overcharge)	[redacted]	53.79
Percent of Discrimination (Overcharge)	[redacted]	11.7

1/ Special Price.

P A P E R										
rmilk	2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Qt.	½ Cal.	½ Cal.	Qt.	¼ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.1801	.3382	.3302	.1641	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	-
.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	-
23.8	17.1	19.9	31.6	11.1	16.7	[redacted]	[redacted]	[redacted]	[redacted]	-
.1801	.3382	.3302	.1641	.2881	.2681	-	[redacted]	[redacted]	[redacted]	[redacted]
.223	.396	.396	.216	.32	.313	-	[redacted]	[redacted]	[redacted]	[redacted]
23.8	17.1	19.9	31.6	11.1	16.7	-	[redacted]	[redacted]	[redacted]	[redacted]

CX 191 G

3763

Week Ended 12/17/66	[redacted]	Homo			Choc.		Butter
	[redacted]	Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Gal.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	[redacted]	.2352	.3434
Tittle Net Price	[redacted]	.795	.398	.223	[redacted]	.263	.418
Percent of Discrimination	[redacted]	13.1	13.3	16.9	[redacted]	11.8	21.7

Total Net Billing to Tittle of Its Purchases of These [redacted] Items	[redacted]	506.83
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	444.58
Dollar Discrimination (Overcharge)	[redacted]	62.25
Percent of Discrimination (Overcharge)	[redacted]	14.0

Week Ended 12/24/66							
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	-	.2352	.3434
Tittle Net Price	[redacted]	.795	.398	.223	-	.263	.418
Percent of Discrimination	[redacted]	13.1	13.3	16.9	-	11.8	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	538.45
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	479.37
Dollar Discrimination (Overcharge)	[redacted]	59.08
Percent of Discrimination (Overcharge)	[redacted]	12.3

1/ Special Price.

CX 194

PAPER										
milk	2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.1762	.3304	.3224	.1602	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
26.6	19.9	22.8	34.8	12.6	18.5	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

.1762	-	.3224	.1602	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]	-
.223	"	.396	.216	.27 1/	.313	[redacted]	[redacted]	[redacted]	[redacted]	-
26.6	"	22.8	34.8	(5.3)	18.5	[redacted]	[redacted]	[redacted]	[redacted]	-

	[redacted]	Homo		Buttermilk	
Week Ended 12/31/66	[redacted]	Gal.	½ Gal.	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.7028	.3514	.3434	.1762
Tittle Net Price	[redacted]	.795	.398	.418	.223
Percent of Discrimination	[redacted]	13.1	13.3	21.7	26.6

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	488.96
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	430.19
Dollar Discrimination (Overcharge)	[redacted]	58.77
Percent of Discrimination (Overcharge)	[redacted]	13.7

PAPER							
2% ½ Gal.	Fort. Skim ½ Gal.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	~~[illegible]~~	~~[illegible]~~	~~[illegible]~~
.3304	.3224	.2642	.4805	.2455	~~[illegible]~~	~~[illegible]~~	~~[illegible]~~
.396	.396	.313	.511	.263	~~[illegible]~~	~~.90~~	~~[illegible]~~
19.9	22.8	18.5	6.3	7.1	~~[illegible]~~	~~[illegible]~~	~~[illegible]~~

I-491 X

3765

	[redacted]	Homo			Choc.	[redacted]	Butterm
Week Ended 1/7/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	423.91
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	373.97
Dollar Discrimination (Overcharge)	[redacted]	49.94
Percent of Discrimination (Overcharge)	[redacted]	13.4

Week Ended 1/14/67							
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	-	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	-	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	-	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	562.65
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	494.09
Dollar Discrimination (Overcharge)	[redacted]	68.56
Percent of Discrimination (overcharge)	[redacted]	13.9

CX194

PAPER										
lk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]	[redacted]
.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]	[redacted]

.1762	.3304	.3224	.1602	-	.2642	.4805	-	[redacted]	[redacted]	[redacted]
.2230	.3960	.3960	.2160	-	.3130	.5110	-	[redacted]	[redacted]	[redacted]
26.6	19.9	22.8	34.8	-	18.5	6.3	-	[redacted]	[redacted]	[redacted]

	[redacted]	Homo			Choc.	[redacted]
Week Ended 1/21/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	337.88
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	295.98
Dollar Discrimination (Overcharge)	[redacted]	41.90
Percent of Discrimination (Overcharge)	[redacted]	14.2

Week Ended 1/28/67						
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	-
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	-
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	-

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	166.47
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	148.26
Dollar Discrimination (Overcharge)	[redacted]	18.21
Percent of Discrimination (Overcharge)	[redacted]	12.3

1/ Special Price.

PAPER											
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream	[redacted]	[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	8 Oz.	[redacted]	[redacted]	[redacted]
.3434	.1762	.3304	.3224	.1602	.2842	.2642	.2455	[redacted]	[redacted]	[redacted]
.4180	.2230	.3960	.3960	.2160	.3200	.3130	.2630	[redacted]	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.8	12.6	18.5	7.1	[redacted]	[redacted]	[redacted]
.3434	-	.3304	-	-	-	-	-	[redacted]	[redacted]	[redacted]
.4180	-	.3460 1/	_	-	-	-	-	[redacted]	[redacted]	[redacted]
21.7	-	4.7	-	-	-	-	-	[redacted]	[redacted]	[redacted]

CX194K

3767

Week Ended 2/4/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Butter ½ Gal.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	-	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	-	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	-	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	611.92
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	538.62
Dollar Discrimination (Overcharge)	[redacted]	73.30
Percent of Discrimination (Overcharge)	[redacted]	13.6

3768

Week Ended 2/11/67							
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2130 1/	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	(10.4)	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	407.82
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	367.73
Dollar Discrimination (Overcharge)	[redacted]	40.09
Percent of Discrimination (Overcharge)	[redacted]	10.9

1/ Special Price.

CX 194 L

PAPER										
milk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]	[illegible]	[illegible]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.1762	-	.3224	.1602	.2842	.2642	-	-	-	[illegible]	[illegible]
.2230	-	.3960	.2160	.3200	.3130	-	-	-	[illegible]	[illegible]
26.6	-	22.8	34.8	12.6	18.5	-	-	-	[illegible]	[illegible]
.1762	.3304	.3224	-	.2842	.2642	.4805	.2455	[illegible]	[illegible]	-
.2230	.3960	.3960	-	.3200	.3130	.5110	.2630	[illegible]	[illegible]	-
26.6	19.9	22.8	-	12.6	18.5	6.3	7.1	[illegible]	[illegible]	-

	[redacted]	Homo			[redacted]	Buttermilk	
Week Ended 2/18/67	[redacted]	Gal.	½ Gal.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	[redacted]	.3434	.1762
Tittle Net Price	[redacted]	.7950	.3980	.2230	[redacted]	.3680 1/	.2230
Percent of Discrimination	[redacted]	13.1	13.3	16.9	[redacted]	7.2	26.6

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	635.38
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	562.88
Dollar Discrimination (Overcharge)	[redacted]	72.50
Percent of Discrimination (Overcharge)	[redacted]	12.9

Week Ended 2/25/67							
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	[redacted]	.3434	.1762
Tittle Net Price	[redacted]	.7950	.3980	.2230	[redacted]	.4180	.2230
Percent of Discrimination	[redacted]	13.1	13.3	16.9	[redacted]	21.7	26.6

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	551.91
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	489.44
Dollar Discrimination (Overcharge)	[redacted]	62.47
Percent of Discrimination (Overcharge)	[redacted]	12.8

1/ Special Price.

P A P E R									
2%	Fort. Skim		Whip Cream	H & H	Sour Cream		~~Sour H & H~~	~~Onion Dip~~	~~Yogurt~~
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	~~Dip~~	~~1 Pt.~~	~~1 Pt.~~
.3304	.3224	.1602	.2842	.2642	.4805	.2455	[illegible]	[illegible]	[illegible]
.3960	.3960	.2160	.3200	.3130	.5110	.2630	[illegible]	[illegible]	[illegible]
19.9	22.8	34.8	12.6	18.5	6.3	7.1	[illegible]	[illegible]	[illegible]

.3304	.3224	.1602	.2842	.2642	-	-	[illegible]	[illegible]	[illegible]
.3960	.3960	.2160	.3200	.2630 1/	-	-	[illegible]	[illegible]	[illegible]
19.9	22.8	34.8	12.6	(.5)	-	-	[illegible]	[illegible]	[illegible]

Ex 194 M

3769

Week Ended 3/4/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Butte ½ Gal.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	549.62
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	488.90
Dollar Discrimination (Overcharge)	[redacted]	60.72
Percent of Discrimination (Overcharge)	[redacted]	12.4

Week Ended 3/11/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Butte ½ Gal.
A & P Price - Hammond	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	490.35
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	434.58
Dollar Discrimination (Overcharge)	[redacted]	55.77
Percent of Discrimination (Overcharge)	[redacted]	12.8

1/ Special Price.

CX 194 N

PAPER										
milk	2%	Fort, Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.1762	.3304	.3224	.1602	.2842	-	.4805	.2455	[redacted]	[redacted]	[redacted]
.1730 1/	.3960	.3960	.2160	.3200	-	.5110	.2630	[redacted]	[redacted]	[redacted]
(1.8)	19.9	22.8	34.8	12.6	-	6.3	7.1	[redacted]	[redacted]	[redacted]
.1762	.3304	.3224	.1602	.2842	.2642	-	.2455	-	[redacted]	[redacted]
.2230	.3960	.3960	.2160	.3200	.3130	-	.2130 1/	-	[redacted]	[redacted]
26.6	19.9	22.8	34.8	12.6	18.5	-	(15.3)	-	[redacted]	[redacted]

Week Ended 3/18/67	[redacted]	Homo			Choc.	[redacted]	Butte
	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	[redacted]	.6752	.3376	.1838	.2283	[redacted]	.3296
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	17.7	17.9	21.3	15.2	[redacted]	26.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	465.26
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	392.51
Dollar Discrimination (Overcharge)	[redacted]	72.75
Percent of Discrimination (Overcharge)	[redacted]	18.5

Week Ended 3/25/67							
A & P Price - Hammond	[redacted]	.6752	.3376	.1838	.2283	-	.3296
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	-	.4180
Percent of Discrimination	[redacted]	17.7	17.9	21.3	15.2	-	26.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	696.32
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	595.13
Dollar Discrimination (Overcharge)	[redacted]	101.19
Percent of Discrimination (Overcharge)	[redacted]	17.0

1/ Special Price.

CX 1491-0

P A P E R										
milk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.1693	.3166	.3086	.1533	-	.2573	.4667	.2386	[redacted]	.2806	[redacted]
.2230	.3960	.3960	.2160	-	.3130	.5110	.2630	[redacted]	.3100	[redacted]
31.7	25.1	28.3	40.9	-	21.6	9.5	10.2	[redacted]	10.5	[redacted]

3771

.1693	.3166	.3086	.1533	.2773	.2573	.4667	.2386	[redacted]	.2806	-
.2230	.3960	.3960	.2160	.2700 1/	.3130	.5110	.2630	[redacted]	.3100	-
31.7	25.1	28.3	40.9	(2.7)	21.6	9.5	10.2	[redacted]	10.5	-

Week Ended 4/1/67	[redacted]	Homo Gal.	Homo ½ Gal.	Choc. Qt.	[redacted]	Buttermilk ½ Gal.
A & P Price - Hammond	[redacted]	.6752	.3376	.2283	.[redacted]	.3296
Tittle Net Price	.[redacted]	.7950	.3980	.2130 1/	.[redacted]	.4180
Percent of Discrimination	[redacted]	17.7	17.9	(7.2)	[redacted]	26.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	281.24
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	249.47
Dollar Discrimination (Overcharge)	[redacted]	31.77
Percent of Discrimination (Overcharge)	[redacted]	12.7

3772

1/ Special Price.

PAPER

2%	H & H	Sour Cream		[redacted]	[redacted]
½ Gal.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted].
.3166	.2573	.4667	.2386	.[redacted]	.[redacted]
.3960	.3130	.5110	.2630	.[redacted]	[redacted]
25.1	21.6	9.5	10.2	[redacted]	[redacted]

CX 194-P

[redacted]

Week Ended 6/7/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7632	.3816	-	.2503	.3200	.1913
Tittle Net Price	.8614	.4312	-	.2715	.4312	.2283
Percent of Discrimination	12.9	13.0	-	8.5	34.8	19.3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	$ 424.36
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	377.20
Dollar Discrimination (Overcharge)	[redacted]	47.16
Percent of Discrimination (Overcharge)	[redacted]	12.5

Week Ended 6/14/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7632	.3816	.2058	.2503	.3200	-
Tittle Net Price	.8614	.4312	.2283	.2715	.4312	-
Percent of Discrimination	12.9	13.0	10.9	8.5	34.8	-

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	559.25
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	548.14
Dollar Discrimination (Overcharge)	[redacted]	11.11
Percent of Discrimination (Overcharge)	[redacted]	2.0

1/ Special Price.

Note: Percentages based on price differences divided by lowest price.
( ) indicates those products on which A & P Store does not receive lowest price.

[redacted]

PAPER

2%	Fort. Skim		H & H	Sour Cream		Onion Dip	Whip Cream	~~[illegible]~~
½ Gal.	½ Gal.	Qt.	Pt.	16 Oz.	8 Oz.	½ Pt.	½ Pt.	
.3606	.3526	-	.2768	.5067	.2586	.3006	-	-
.4106	.4106	-	.3116	.5096	.2626	.2989	-	-
13.9	16.4	-	12.6	.6	1.5	(.6)	-	-
.3606	.3526	.1753	-	.5067	.2586	.3006	.2993	~~[illegible]~~
.3185 1/	.4106	.2215	-	.5096	.2626	.2989	.3175	~~[illegible]~~
(13.2)	16.4	26.4	-	.6	1.5	(.6)	6.1	~~[illegible]~~

CX 144 Q

3773

3774

	Homo			Chocolate		Butter
Week Ended 6/21/69	Gal.	½ Gal.	Qt.	Qt.	~~[illegible]~~	½ Gal.
A & P Price - Hammond	.7632	.3816	-	.2503	~~[illegible]~~	.3736
Tittle Net Price	.8614	.4312	-	.2715	~~[illegible]~~	.4312
Percent of Discrimination	12.9	13.0	-	8.5	~~[illegible]~~	15.4

Total Net Billing to Tittle of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	320.03
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	283.36
Dollar Discrimination (Overcharge)	~~[illegible]~~	36.67
Percent of Discrimination (Overcharge)	~~[illegible]~~	12.9

Week Ended 6/28/69						
A & P Price - Hammond	.7632	.3816	.2058	.2503	~~[illegible]~~	.3736
Tittle Net Price	.8614	.4312	.2283	.2715	~~[illegible]~~	.4312
Percent of Discrimination	12.9	13.0	10.9	8.5	~~[illegible]~~	15.4

Total Net Billing to Tittle of its Purchases of These ~~[illegible]~~ Items	~~[illegible]~~	458.23
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	~~[illegible]~~	419.05
Dollar Discrimination (Overcharge)	~~[illegible]~~	39.18
Percent of Discrimination (Overcharge)	~~[illegible]~~	9.3

1/ Special Price.

CX194

P A P E R								
ilk	2%	H & H	Sour Cream		[redacted]	Fort. Skim		Onion Dip
Qt.	½ Gal.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Gal.	Qt.	½ Pt.
.1913	.3606	.2400	.5067	.2586	[redacted]	-	-	-
.2283	.4106	.3116	.5096	.2626	[redacted]	-	-	-
19.3	13.9	29.8	.6	1.5	[redacted]	-	-	-
.1913	.3606	.2400	.5067	.2586	[redacted]	.3526	.1753	.3006
.1568 1/	.4106	.3116	.5096	.2626	[redacted]	.4106	.2215	.2989
22.0)	13.9	29.8	.6	1.5	[redacted]	16.4	26.4	(.6)

Week Ended 7/5/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butte ½ Gal.
A & P Price - Hammond	.7632	.3816	.2058	.2503	[redacted]	.3736
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312
Percent of Discrimination	12.9	13.0	10.9	8.5	[redacted]	15.4

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	411.15
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	365.02
Dollar Discrimination (Overcharge)	[redacted]	46.13
Percent of Discrimination (Overcharge)	[redacted]	12.6

Week Ended 7/12/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butte ½ Gal.
A & P Price - Hammond	.7732	.3866	.2083	-	-	.3786
Tittle Net Price	.8614	.4312	.2283	-	-	.4312
Percent of Discrimination	11.4	11.5	9.6	-	-	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	518.79
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	472.93
Dollar Discrimination (Overcharge)	[redacted]	45.86
Percent of Discrimination (Overcharge)	[redacted]	9.7

1/ Special Price.

PAPER									
milk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.1913	.3606	.3526	.1753	-	.2768	.5067	.2586	[redacted]	[redacted]
.2283	.4106	.4106	.2215	-	.3116	.5096	.2626	[redacted]	[redacted]
19.3	13.9	16.4	26.4	-	12.6	.6	1.5	[redacted]	[redacted]
.1938	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	-
.1568 1/	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	-
(23.6)	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	-

JX1945

Week Ended 7/19/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2186 1/	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	(18.4)	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	392.50
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	385.75
Dollar Discrimination (Overcharge)	[redacted]	6.75
Percent of Discrimination (Overcharge)	[redacted]	1.7

Week Ended 7/26/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.7732	.3866	-	.2528	[redacted]	.3786	-
Tittle Net Price	.8614	.4312	-	.2715	[redacted]	.4312	-
Percent of Discrimination	11.4	11.5	-	7.4	[redacted]	13.9	-

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	561.04
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	560.30
Dollar Discrimination (Overcharge)	[redacted]	.74
Percent of Discrimination (Overcharge)	[redacted]	.1

1/ Special Price.

CX 194 T

PAPER

2%		Fort. Skim		H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
½ Gal.	½ Gal.	½ Gal.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.3656	.3656	.3576	-	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.3234 1/	.4106	.4106	-	.3116	.5096	.2626	[redacted]	.2969	[redacted]
(13.0)	12.3	14.8	-	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

.3656	-	-	.1778	.2793	.5117	.2611	[redacted]	-	-
.3234 1/	-	-	.2215	.3116	.5096	.2626	[redacted]	-	-
(13.0)	-	-	24.6	11.6	(.4)	.6	[redacted]	-	-

Week Ended 8/2/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	-	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	-	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	-	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	447.01
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	401.42
Dollar Discrimination (Overcharge)	[redacted]	45.59
Percent of Discrimination (Overcharge)	[redacted]	11.4

Week Ended 8/9/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	-	.3786	-
Tittle Net Price	.8614	.4312	.2283	.2715	-	.3234 1/	-
Percent of Discrimination	11.4	11.5	9.6	7.4	-	(17.1)	-

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	406.43
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	384.03
Dollar Discrimination (Overcharge)	[redacted]	22.40
Percent of Discrimination (Overcharge)	[redacted]	5.8

1/ Special Price.

PAPER

2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.3656	.3576	.1778	.2450	.2793	-	.2611	-	.3031	-
.4106	.4106	.2215	.2450 1/	.3116	-	.2626	-	.2989	-
12.3	14.8	24.6	-0-	11.6	-	.6	-	(1.4)	-

.3656	.3576	-	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.4106	.4106	-	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
12.3	14.8	-	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

Week Ended 8/16/69	Homo			Chocolate		Butter
	Gal.	½ Gal.	Qt.	Qt.	[redacted].	½ Gal.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	412.90
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	374.38
Dollar Discrimination (Overcharge)	[redacted]	38.52
Percent of Discrimination (Overcharge)	[redacted]	10.3

Week Ended 8/23/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	349.92
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	318.84
Dollar Discrimination (Overcharge)	[redacted]	31.08
Percent of Discrimination (Overcharge)	[redacted]	9.7

1/ Special Price.

CX 197

PAPER										
ilk	2%	Fort. Skim		H & H	Sour Cream		[redacted]	Onion Dip	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.		
.1938	.3656	.3576	.1778	.2793	.4300	-	-	.3031	[redacted]	[redacted]
.2283	.4106	.4106	.2215	.3116	.4214 1/	-	-	.2989	[redacted]	[redacted]
17.8	12.3	14.8	24.6	11.6	(2.0)	-	-	(1.4)	[redacted]	[redacted]
.1938	.3656	.3576	.1778	.2793	.4300	.2611	[redacted]	-	-	-
.2283	.4106	.4106	.2215	.2352 1/	.5096	.2626	[redacted]	-	-	-
17.8	12.3	14.8	24.6	(18.8)	18.5	.6	[redacted]	-	-	-

Week Ended 8/30/69	Homo			Choc.	Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	374.32
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	337.39
Dollar Discrimination (Overcharge)	[redacted]	36.93
Percent of Discrimination (Overcharge)	[redacted]	10.9

PAPER							
2%	Fort. Skim		Whip Cream	H & H	Sour Cream		Onion Dip
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	½ Pt.
.3656	.3576	.1778	.3018	.2793	.5117	.2611	.3031
.4106	.4106	.2215	.3175	.3116	.5096	.2626	.2989
12.3	14.8	24.6	5.2	11.6	(.4)	.6	(1.4)

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Week Ended 9/6/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	566.74
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	597.67
Dollar Discrimination (Overcharge)	[redacted]	(30.93).
Percent of Discrimination (Overcharge)	[redacted]	(5.5).

Week Ended 9/13/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	515.76
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	464.18
Dollar Discrimination (Overcharge)	[redacted]	51.08
Percent of Discrimination (Overcharge)	[redacted]	11.0

1/ Special Price.

CX 194-

PAPER									
2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	-
.3234 1/	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	-
(13.0)	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	-

.3656	.3576	-	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.4106	.4106	-	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
12.3	14.8	-	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

	Homo			Chocolate		Buttermilk	
Week Ended 9/20/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	.2528	-	.3786	-
Tittle Net Price	.8614	.4312	.2283	.2715	-	.3234 1/	-
Percent of Discrimination	11.4	11.5	9.6	7.4	-	(17.1)	-

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	518.36
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	482.16
Dollar Discrimination (Overcharge)	[redacted]	36.20
Percent of Discrimination (Overcharge)	[redacted]	7.5

Week Ended 9/27/69							
A & P Price - Hammond	.7732	.3866	.2083	.2528	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	.2715	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	7.4	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	394.59
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	355.64
Dollar Discrimination (Overcharge)	[redacted]	38.95
Percent of Discrimination (Overcharge)	[redacted]	11.0

1/ Special price.

CX194

PAPER

2%	Fort. Skim		H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
½ Gal.	½ Gal.	Qt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.3656	.3576	.1778	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.4106	.4106	.2215	.3116	.5096	.2626	[redacted]	.2989	[redacted]
12.3	14.8	24.6	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

3781

.3656	.3576	-	.2793	.5117	.2611	-	.3031	-
.4106	.4106	-	.3116	.5096	.2626	-	.2989	-
12.3	14.8	-	11.6	(.4)	.6	-	(1.4)	-

	Homo			[redacted]	Buttermilk	
Week Ended 10/4/69	Gal.	½ Gal.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	626.23
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	650.47
Dollar Discrimination (Overcharge)	[redacted]	(24.24)
Percent of Discrimination (Overcharge)	[redacted]	(3.9)

3782

Week Ended 10/11/69						
A & P Price - Hammond	.7732	.3866	.2083	-	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	-	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	-	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	395.12
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	354.70
Dollar Discrimination (Overcharge)	[redacted]	40.42
Percent of Discrimination (Overcharge)	[redacted]	11.4

1/ Special Price.

CX 194 I

PAPER

2% ½ Gal.		Fort. Skim ½ Gal.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	[redacted]	Onion Dip ½ Pt.
.3656		.3576	-	-	.5117	.2611	[redacted]	.3031
.3234	1/	.4106	-	-	.5096	.2626	[redacted]	.2989
(13.0)		14.8	-	-	(.4)	.6	[redacted]	(1.4)

.3656	.3576	.3018	.2400	.5117	.2611	[redacted]	-
.4106	.4106	.3175	.3116	.5096	.2626	[redacted]	-
12.3	14.8	5.2	29.8	(.4)	.6	[redacted]	-

	Homo			[redacted]	Buttermilk	
Week Ended 10/18/69	Gal.	½ Gal.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	-	-	.3786	-
Tittle Net Price	.8614	.4312	-	-	.3234 1/	-
Percent of Discrimination	11.4	11.5	-	-	(17.1)	-

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	801.78
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	728.52
Dollar Discrimination (Overcharge)	[redacted]	73.26
Percent of Discrimination (Overcharge)	[redacted]	10.1

Week Ended 10/25/69						
A & P Price - Hammond	.7732	.3866	.2083	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	833.46
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	749.61
Dollar Discrimination (Overcharge)	[redacted]	83.85
Percent of Discrimination (Overcharge)	[redacted]	11.2

1/ Special Price.

APER

2% ½ Gal.	Fort. Skim ½ Gal.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	[illegible]	Onion Dip ½ Pt.
.3656	.3576	.2400	.5117	.2611	[illegible]	-
.4106	.4106	.3116	.5096	.2626	[illegible]	-
12.3	14.8	29.8	(.4)	.6	[illegible]	-

.3656	.3576	.2793	.5117	.2611	-	.3031
.4106	.4106	.3116	.5096	.2626	-	.2989
12.3	14.8	11.6	(.4)	.6	-	(1.4)

CX 194E(1)

3783

Week Ended 11/1/69	Homo			Chocolate			Butterm
	Gal.	½ Gal.	Qt.	[redacted]	Qt.	Qt.	½ Gal.
A & P Price - Hammond	.7732	.3866	.2083	-	.2528	.2528	.3786
Tittle Net Price	.8614	.4312	.2283	-	.2136 1/	.2715	.4312
Percent of Discrimination	11.4	11.5	9.6	-	(18.4)	7.4	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,207.48
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,176.02
Dollar Discrimination (Overcharge)	[redacted]	31.46
Percent of Discrimination (Overcharge)	[redacted]	2.7

Week Ended 11/8/69							
A & P Price - Hammond	.7732	.3866	.2083	[redacted]	.2528	-	.3786.
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2136 1/	-	.4312
Percent of Discrimination	11.4	11.5	9.6	[redacted]	(18.4)	-	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	718.58
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	666.74
Dollar Discrimination (Overcharge)	[redacted]	51.84
Percent of Discrimination (Overcharge)	[redacted]	7.8

1/ Special Price.

CX 1942 (2

	P A P E R									
lk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.1938	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.2283	.3234 1/	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
7.8	(13.0)	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]
.1938	.3656	.3576	-	-	.2793	.5117	.2611	[redacted]	.3031	-
.2283	.4106	.4106	-	-	.3116	.5096	.2626	[redacted]	.2989	-
7.8	12.3	14.8	-	-	11.6	(.4)	.6	[redacted]	(1.4)	-

	Homo			Chocolate		Butterm
Week Ended 11/15/69	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	.7732	.3866	.2083	-	[redacted]	.3786
Tittle Net Price	.8614	.4312	.2283	-	[redacted]	.4312
Percent of Discrimination	11.4	11.5	9.6	-	[redacted]	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	592.04
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	533.37
Dollar Discrimination (Overcharge)	[redacted]	58.67
Percent of Discrimination (Overcharge)	[redacted]	11.0

Week Ended 11/22/69						
A & P Price - Hammond	.7732	.3866	.2083	.2528	-	.3786
Tittle Net Price	.8614	.4312	.2283	.2715	-	.4312
Percent of Discrimination	11.4	11.5	9.6	7.4	-	13.9

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	639.97
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	587.48
Dollar Discrimination (Overcharge)	[redacted]	52.49
Percent of Discrimination (Overcharge)	[redacted]	8.9

1/ Special Price.

CX 194 Z (3)

k Qt.	2% ½ Gal.	Fort. Skim ½ Gal.	Fort. Skim Qt.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	[redacted]	Onion Dip ½ Pt.	[redacted]
-	..3656	.3576	.1778	-	.2793	.5117	.2611	[redacted]	.3031	[redacted]
-	.4106	.4106	.2215	-	.3116	.5096	.2626	[redacted]	.2969	[redacted]
-	12.3	14.8	24.6	-	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]
-	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
-	.4106	.4106	.2215	.2450 1/	.3116	.4214 1/	.2626	[redacted]	.2969	[redacted]
-	12.3	14.8	24.6	(23.2)	11.6	(21.4)	.6	[redacted]	(1.4)	[redacted]

							P A
	Homo			~~Chem~~	Buttermilk	
Week Ended 11/29/69	Gal.	½ Gal.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.7732	.3866	.2083	[redacted]	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] items	[redacted]	650.16
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	595.49
Dollar Discrimination (Overcharge)	[redacted]	54.67
Percent of Discrimination (Overcharge)	[redacted]	9.2

3786

1/ Special Price.

PER

2%	Fort. Skim	Whip Cream	F & H	Sour Cream	
½ Gal.	½ Gal.	½ Pt.	Pt.	16 Oz.	8 Oz.
.3656	.3576	.2450	.2793	.5117	.2611
.4106	.4106	.2450 1/	.3116	.4214 1/	.2626
12.3	14.8	-0-	11.6	(21.4)	.6

CX 194 Z (

Week Ended 12/6/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.9006	.4508	.2381	.2813	[redacted]	.4508
Percent of Discrimination	12.6	12.7	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	805.38
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	832.76
Dollar Discrimination (Overcharge)	[redacted]	(27.38)
Percent of Discrimination (Overcharge)	[redacted]	(3.4)

Week Ended 12/13/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.9006	.4508	.2381	.2813	[redacted]	.3234 1/
Percent of Discrimination	12.6	12.7	10.7	8.4	[redacted]	(21.2)

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	809.14
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	736.16
Dollar Discrimination (Overcharge)	[redacted]	72.98
Percent of Discrimination (Overcharge)	[redacted]	9.9

1/ Special Price.

PAPER									
milk	2%	Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream	[redacted]	Onion Dip
Qt.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	8 Oz.		½ Pt.
-	.3790	-	.1845	.4366	.2450	.2860	-	-	.3098
-	.3234 1/	-	.2313	.4596	.3273	.3312	-	-	.3067
-	(17.2)	-	25.4	5.3	33.6	15.8	-	-	(.4)
.2005	.3790	.3710	.1845	.4366	-	-	.2678	[redacted]	.2200
.2381	.4302	.4302	.2313	.4596	-	-	.2724	[redacted]	.3057
18.8	13.5	16.0	25.4	5.3	-	-	1.7	[redacted]	40.3

CX 194 III (5)

Week Ended 12/20/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	[redacted]	Buttermilk ½ Gal.	Buttermilk Qt.	2% ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	[redacted]	.3920	.2005	.3790
Tittle Net Price	.9006	.4508	.2381	[redacted]	.4508	.2381	.4302
Percent of Discrimination	12.6	12.7	10.7	[redacted]	15.0	18.8	13.5

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	532.01
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	479.72
Dollar Discrimination (Overcharge)	[redacted]	52.29
Percent of Discrimination (Overcharge)	[redacted]	10.9

Week Ended 12/27/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	[redacted]	Buttermilk ½ Gal.	Buttermilk Qt.	2% ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	[redacted]	.3920	.2005	.3790
Tittle Net Price	.9006	.4508	.2381	[redacted]	.4508	.2381	.4302
Percent of Discrimination	12.6	12.7	10.7	[redacted]	15.0	18.8	13.5

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	657.77
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	590.12
Dollar Discrimination (Overcharge)	[redacted]	67.65
Percent of Discrimination (Overcharge)	[redacted]	11.5

1/ Special Price.

CX/54

PAPER

Fort. Skim ½ Gal.	Egg Nog Qt.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream		[redacted]	Onion Dip ½ Pt.
				16 Oz.	8 Oz.		
.3710	.4366	.3085	.2860	.5251	.2678	[redacted]	-
.4302	.4106 1/	.3273	.3312	.5292	.2724	[redacted]	-
16.0	(6.3)	6.1	15.8	.8	1.7	[redacted]	-

.3710	.3800	.3085	.2860	.5251	.2678	[redacted]	.3098
.4302	.4106 1/	.3273	.3312	.5292	.2724	[redacted]	.3087
16.0	8.1	6.1	1[illegible].8	.8	1.7	[redacted]	(.4)

Week Ended 1/3/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	[redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.8000	.4000	-	[redacted]	.3920	-
Tittle Net Price	.9006	.4508	-	[redacted]	.4508	-
Percent of Discrimination	12.6	12.7	-	[redacted]	15.0	-

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	443.37
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	396.48
Dollar Discrimination (Overcharge)	[redacted]	46.89
Percent of Discrimination (Overcharge)	[redacted]	11.8

Week Ended 1/10/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	[redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Hammond	.8000	.4000	.2150	[redacted]	.3920	.2005
Tittle Net Price	.8516	.4214	.2381	[redacted]	.4508	.2381
Percent of Discrimination	6.5	5.4	10.7	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	875.26
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	878.36
Dollar Discrimination (Overcharge)	[redacted]	(3.10)
Percent of Discrimination (Overcharge)	[redacted]	(.4)

1/ Special Price.

PAPER									
2% ½ Gal.	Fort. Skim ½ Gal.	Egg Nog Qt.	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	[redacted]	Onion Dip ½ Pt.	[redacted]
.2790	-	.3800	.3085	.2860	.5251	.2678	[redacted]	-	-
.4302	.-	.4106 1/	.3273	.3312	.5292	.2724	[redacted]	-	-
13.5	-	8.1	6.1	15.8	.8	1.7	[redacted]	-	-

.3790	.3710	-	-	.2860	.5251	.2678	-	.3098	[redacted]
.3234 1/	.4302	-	-	.3312	.5292	.2724	-	.3087	[redacted]
(17.2)	16.0	-	-	15.8	.8	1.7	-	(.4)	[redacted]

CX 194 Z

Week Ended 1/17/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	381.12
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	358.13
Dollar Discrimination (Overcharge)	[redacted]	22.99
Percent of Discrimination (Overcharge)	[redacted]	6.4

Week Ended 1/24/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Hammond	.8000	.4000	-	-	[redacted]	.3920
Tittle Net Price	.8516	.4214	-	-	[redacted]	.4508
Percent of Discrimination	6.5	5.4	-	-	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	400.67
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	371.06
Dollar Discrimination (Overcharge)	[redacted]	29.61
Percent of Discrimination (Overcharge)	[redacted]	8.0

1/ Special Price.

P A P E R								
milk	2%	Fort. Skim	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	½ Gal.	½ Gal.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.2005	.3790	.3710	-	.5251	.2678	[redacted]	.3098	-
.2381	.4302	.4302	-	.5292	.2724	[redacted]	.3087	-
18.8	13.5	16.0	-	.8	1.7	[redacted]	(.4)	-

.2005	,3790	,3710	,2450	-	-	-	-	[redacted]
.2381	,4302	,4302	,3312	-	-	-	-	[redacted]
18,8	13,5	16,0	35,2	-	--	-	-	[redacted]

CX 194 Z(8

PAPER							
	Fort.	Whip				[illegible]	
2%	Skim	Cream	H & H	Sour Cream		[illegible]	[illegible]
½ Gal.	½ Gal.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	[illegible]
.3790	.3710	.3085	.2450	.5251	.2678	[illegible]	[illegible]
.4302	.4302	.3273	.3312	.5292	.2724	[illegible]	[illegible]
13.5	16.0	6.1	35.2	.8	1.7	[illegible]	[illegible]

CX 194 Z(

Week Ended 2/7/70	Homo			Chocolate		Butt
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	-	.3920
Tittle Net Price	.8516	.4214	.2381	.2156 1/	-	.4508
Percent of Discrimination	6.5	5.4	10.7	(20.4)	-	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	595.65
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	584.61
Dollar Discrimination (Overcharge)	[redacted]	11.04
Percent of Discrimination (Overcharge)	[redacted]	1.9

Week Ended 2/14/70						
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	451.03
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	422.33
Dollar Discrimination (Overcharge)	[redacted]	28.70
Percent of Discrimination (Overcharge)	[redacted]	6.8

1/ Special Price.

CX194 2

PAPER									
rmilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]	[illegible]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	[illegible]
.2005	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[illegible]	[illegible]
.2381	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[illegible]	[illegible]
18.8	13.5	16.0	25.4	6.1	15.8	.8	1.7	[illegible]	[illegible]

.2005	.3790	.3710	.1845	.3085	.2860	.5251	.2678	-	-
.2381	.4302	.4302	.2313	.3273	.3312	.5292	.2724	-	-
18.8	13.5	16.0	25.4	6.1	15.8	.8	1.7	-	-

	Homo			Chocolate		Butt
Week Ended 2/21/70	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	-	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	-	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	-	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	441.54
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	411.29
Dollar Discrimination (Overcharge)	[redacted]	30.25
Percent of Discrimination (Overcharge)	[redacted]	7.4

Week Ended 2/28/70						
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	581.53
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	581.57
Dollar Discrimination (Overcharge)	[redacted]	(.04)
Percent of Discrimination (Overcharge)	[redacted]	0

1/ Special Price.

PAPER										
ermilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.2005	.3790	.3710	.1845	-	-	-	.2678	-	-	-
.2381	.4302	.4302	.2313	-	-	-	.2724	-	-	-
18.8	13.5	16.0	25.4	-	-	-	1.7	-	-	-
.2005	.3790	.3710	.1845	.3085	.2860	.5251	-	[redacted]	.30[illegible]	[redacted]
.2381	.3322 1/	.4302	.2313	.3273	.3312	.5292	-	[redacted]	.3087	[redacted]
18.8	(14.1)	16.0	25.4	6.1	15.8	.8	-	[redacted]	(.4)	[redacted]

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3793

	Homo			Chocolate		Butter
Week Ended 3/7/70	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	620.71
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	593.89
Dollar Discrimination (Overcharge)	[redacted]	26.82
Percent of Discrimination (Overcharge)	[redacted]	4.5

Week Ended 3/14/70						
A & P Price - Hammond	.8000	.4000	.2150	.2595	-	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	-	.3822 1
Percent of Discrimination	6.5	5.4	10.7	8.4	-	(2.6)

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	394.39
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	371.82
Dollar Discrimination (Overcharge)	[redacted]	22.57
Percent of Discrimination (Overcharge)	[redacted]	6.1

1/ Special Price.

PAPER									
ilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.2005	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3098
.2381	.4302	.4302	.2313	.3273	.2401 1/	.5292	.2724	[redacted]	.3087
18.8	13.5	16.0	25.4	6.1	(19.1)	.8	1.7	[redacted]	(.4)
-	.3790	.3710	.1845	.3085	.2860	-	.2678	-	-
-	.4302	.4302	.2313	.3273	.3312	-	.2724	-	-
-	13.5	16.0	25.4	6.1	15.8	-	1.7	-	-

CX 194 Z(12)

	Homo			Chocolate		Buttermilk	
Week Ended 3/21/70	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Hammond	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	848.41
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	861.43
Dollar Discrimination (Overcharge)	[redacted]	(13.02)
Percent of Discrimination (Overcharge)	[redacted]	(1.5)

Week Ended 3/28/70							
A & P Price - Hammond	.8000	.4000	.2150	-	-	.3920	.200
Tittle Net Price	.8516	.4214	.2381	-	-	.4508	.238
Percent of Discrimination	6.5	5.4	10.7	-	-	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	383.40
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	366.52
Dollar Discrimination (Overcharge)	[redacted]	16.88
Percent of Discrimination (Overcharge)	[redacted]	4.6

1/ Special Price.

CX 194 F(13)

P A P E R

2% ½ Gal.	Fort ½ Gal.	S[illegible]	Whip Cream ½ Pt.	H & H Pt.	Sour Cream 16 Oz.	Sour Cream 8 Oz.	~~[illegible]~~	Onion Dip ½ Pt.	~~[illegible]~~
.3790	.3710	.1645	.3085	.2860	.5251	.2678	~~[illegible]~~	-	~~[illegible]~~
.3322 1/	.4302	.23[illegible]	.3273	.3312	.5292	.2724	~~[illegible]~~	-	~~[illegible]~~
(14.1)	16.0	25.4	6.1	15.8	.8	1.7	~~[illegible]~~	-	~~[illegible]~~

.3790	.3710	-	.3085	.2860	.5251	.2678	~~[illegible]~~	.3098	-
.4302	.4302	-	.2597 1/	.3312	.5282	.2724	~~[illegible]~~	.3057	-
13.5	16.0	-	(18.8)	15.8	.8	1.7	~~[illegible]~~	(.4)	-

3795

3796

JOSEPH TITTLE & SON, INC.

Summary of Price Discriminations, by Month, of Billings of Common Items 1/, by Borden, Inc., to A & P Stores and Joseph Tittle & Son, Inc., Hohman Avenue, both of Hammond, Indiana, During Period of October 1966-March 1967. 2/

onth	Total Net Billing To Tittle	Billing If Tittle Had Been Charged A & P Prices	Dollar Discrimination	Percent of Discrimination
ober 1966	$ 2,104.34	$ 1,895.93	$ 208.41	11.0%
mber 1966	2,373.74	2,143.75	229.99	10.7
mber 1966	3,149.36	2,789.81	359.55	12.9
ary 1967	2,235.59	1,955.64	279.95	14.3
uary 1967	2,818.87	2,494.01	324.86	13.0
h 1967	3,205.63	2,780.04	425.59	15.3
onths Total	$15,887.53	$14,059.18	$ 1,828.35	13.0%

6369

ce: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda for Period of October 1966-March 1967.

Only Private Label Products Considered in A & P Purchases.

Store ceased operations after April 1, 1967.

CX 195-A

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 195A

JOSEPH TITTLE & SON, INC., HOHMAN AVENUE

Comparison of Net Sales of Common Items Used in Commission's Tabulations, by Month, to Total Sales of All Items Sold to Joseph Tittle & Son, Inc., Hohman Avenue, Hammond, Indiana by Borden, Inc., During Period of October 1966-March 1967. 1/

Month	Borden Net Sales of All Items	Borden Net Sales of Common Items	Percent of Common Items To All Items
ober 1966	$ 3,150.58	$ 2,104.34	66.8%
vember 1966	3,367.75	2,373.74	70.5
cember 1966	4,406.04	3,149.36	71.5
uary 1967	3,062.74	2,235.59	73.0
ruary 1967	3,650.63	2,818.87	77.2
ch 1967	4,209.25	3,205.63	76.2
Months Total	$21,846.99	$15,887.53	72.7%

Store ceased operations after April 1, 1967.

rce: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda.

6370

3797

CX 195-B

BEST COPY AVAILABLE

[redacted]

	[redacted]		Homo			Chocolate	
	[redacted]	[redacted]					
Week Ended 10/8/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	[redacted]	.7288	.3644	.1972	.2417	[redacted]
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	[redacted]	9.1	9.2	13.1	8.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	P 457,94
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	411.44
Dollar Discrimination (Overcharge)	[redacted]	46.50
Percent of Discrimination (Overcharge)	[redacted]	11,3

Week Ended 10/15/66							
A & P Price - Hammond	[redacted]	[redacted]	.7184	.3592	.1946	.2391	[redacted]
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	[redacted]	10.7	10.8	14.6	10.0	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	4 510,66
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	463,91
Dollar Discrimination (Overcharge)	[redacted]	46.75
Percent of Discrimination (Overcharge)	[redacted]	10,1

1 Special Price.

Note:

Percentages based on price differences divided by lowest price.

( ) indicates those products on which A & P Store does not receive lowest price.

[redacted]

CX 195C

PAPER										
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]		
.3564	.1827	.3304	.3354	.1667	.2907	.2707	[redacted]	[redacted]	[redacted]	[redacted]
.418	.223	.396	396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]
17.3	22.1	19.9	18.1	29.6	10.1	15.6	[redacted]	[redacted]	[redacted]	[redacted]
.3512	.1801	.3382	.3302	.1647	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]
.33 1/	.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]
(6.4)	23.8	17.1	19.9	31.1	11.1	16.7	[redacted]	[redacted]	[redacted]	[redacted]

FEDERAL TRADE COMMISSION

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Week Ended 10/22/66	[redacted]		Homo			Chocol
	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.
A & P Price - Hammond	[redacted]	[redacted]	.7184	.3592	.1946	.2391
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263
Percent of Discrimination	[redacted]	[redacted]	10.7	10.8	14.6	10.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	567.37
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	512.85
Dollar Discrimination (Overcharge)	[redacted]	54.52
Percent of Discrimination (Overcharge)	[redacted]	10.6

Week Ended 10/29/66						
A & P Price - Hammond	[redacted]	[redacted]	.7224	.3612	.1956	.2401
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263
Percent of Discrimination	[redacted]	[redacted]	10.0	10.2	14.0	9.5

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	568.37
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	507.73
Dollar Discrimination (Overcharge)	[redacted]	60.64
Percent of Discrimination (Overcharge)	[redacted]	11.9

1/ Special Price

CX 195 D

PAPER

ate	Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]
[redacted]	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.3512	.1801	.3382	.3302	.1647	.2831	.2681	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.418	.223	.396	.396	.216	.238	.313	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	19.0	23.8	17.1	19.9	31.1	(21.1)	16.7	[redacted]	[redacted]	[redacted]	[redacted]

[redacted]	.3532	.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.418	.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	18.3	23.1	16.4	19.2	30.8	10.7	16.3	[redacted]	[redacted]	[redacted]	[redacted]

FEDERAL TRADE COMMISSION

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	[redacted]		Homo			Chocolate		
	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ G
Week Ended 11/5/66								
A & P Price - Harmond	[redacted]	[redacted]	.7224	.3612	.1956	.2401	[redacted]	.3
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263	[redacted]	.
Percent of Discrimination	[redacted]	[redacted]	10.0	10.2	14.0	9.5	[redacted]	18.

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	554.23
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	499.87
Dollar Discrimination (Overcharge)	[redacted]	54.36
Percent of Discrimination (Overcharge)	[redacted]	10.9

Week Ended 11/12/66							
A & P Price - Harmond	[redacted]	[redacted]	.7224	.3612	.1956	.2401	[redacted]
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.22 1/	[redacted]
Percent of Discrimination	[redacted]	[redacted]	10.0	10.2	14.0	(9.1)	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	629.22
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	572.55
Dollar Discrimination (Overcharge)	[redacted]	56.67
Percent of Discrimination (Overcharge)	[redacted]	9.9

1/ Special Price.

PAPER										
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]
l.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]		
532	.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]
18	.18	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]
3	(.6)	16.4	19.2	30.8	10.7	16.3	[redacted]	[redacted]	[redacted]	[redacted]

.3532	.1811	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]
.418	.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]
18.3	23.1	16.4	19.2	30.8	10.7	16.3	[redacted]	[redacted]	[redacted]	[redacted]

FEDERAL TRADE COMMISSION
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	[redacted]							
	[redacted]	[redacted]	Homo			Chocolate		Butter
Week Ended 11/19/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	[redacted]	[redacted]	.7224	.3612	.1956	.2401	[redacted]	.3532
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263	[redacted]	.418
Percent of Discrimination	[redacted]	[redacted]	10.0	10.2	14.0	9.5	[redacted]	18.3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	636.17
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	579.36
Dollar Discrimination (Overcharge)	[redacted]	56.81
Percent of Discrimination (Overcharge)	[redacted]	9.8

Week Ended 11/26/66								
A & P Price - Hammond	[redacted]	[redacted]	.7184	.3592	.1946	.2391	[redacted]	.3512
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263	[redacted]	.418
Percent of Discrimination	[redacted]	[redacted]	10.7	10.8	14.6	10.0	[redacted]	19.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	554.12
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	491.97
Dollar Discrimination (Overcharge)	[redacted]	62.15
Percent of Discrimination (Overcharge)	[redacted]	12.6

1/ Special Price

6374

CX 1125 F

PAPER

ttermilk		2%	Fort. Skim		Egg Nog		Whip Cream	H & H	[redacted]		[redacted]	[redacted]
.	Qt.	½ Gal.	½ Gal.	Qt.	[redacted]	Q	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]
32	.1811	.3402	.3322	.1651	[redacted]	.4570	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]
3	.223	.396	.396	.216	[redacted]	.49	.32	.27 1/	[redacted]	[redacted]	[redacted]	[redacted]
	23.1	16.4	19.2	30.8	[redacted]	7.2	10.7	.3	[redacted]	[redacted]	[redacted]	[redacted]
2	.1801	.3382	.3302	.1641	-	.4570	.2581	.2681	[redacted]	[redacted]	[redacted]	[redacted]
	.223	.396	.396	.216	-	.49	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]
	23.8	17.1	19.9	31.6	-	7.2	11.1	16.7	[redacted]	[redacted]	[redacted]	[redacted]

3801

ERAL TRADE COMMISSIO
COMMISSION ~~RESPONDENT~~ Exhibit No. 1125 F
FGC

3802

Week Ended 12/3/66	[redacted]		Homo			Chocolate	
	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	[redacted]	.7184	.3592	.1946	.2391	[redacted]
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	[redacted]	10.7	10.8	14.6	10.0	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	495.16
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	440.66
Dollar Discrimination (Overcharge)	[redacted]	54.50
Percent of Discrimination (Overcharge)	[redacted]	12.4

Week Ended 12/10/66							
A & P Price - Hammond	[redacted]	[redacted]	.7184	.3592	.1946	.2391	[redacted]
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	[redacted]	10.7	10.8	14.6	10.0	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	609.46
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	542.41
Dollar Discrimination (Overcharge)	[redacted]	67.05
Percent of Discrimination (Overcharge)	[redacted]	12.4

[redacted]

6375

CX 195 G

PAPER

Buttermilk		2%	Fort. Skim		Whip Cream	H & H	[redacted]		[redacted]	[redacted]	Egg Nog
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]	Qt.
.3512	.1801	.3382	.3302	.1641	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	-
.418	.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	-
19.0	23.8	17.1	19.9	31.6	11.1	16.7	[redacted]	[redacted]	[redacted]	[redacted]	-

.3512	.1801	.3382	.3302	.1641	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	.4570
.418	.223	.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	.49
19.0	23.8	17.1	19.9	31.6	11.1	16.7	[redacted]	[redacted]	[redacted]	[redacted]	7.2

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	[redacted]						
	[redacted]	[redacted]	Homo			Chocolate	
Week Ended 12/17/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	551.25
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	482.53
Dollar Discrimination (Overcharge)	[redacted]	68.72
Percent of Discrimination (Overcharge)	[redacted]	14.2

Week Ended 12/24/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	807.96
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	721.73
Dollar Discrimination (Overcharge)	[redacted]	86.23
Percent of Discrimination (Overcharge)	[redacted]	11.9

1/ Special Price

63

	PAPER												
	Buttermilk		2%	Fort. Skim		Egg Nog		Whip Cream	H & H	[redacted]		[redacted]	[redacted]
[redacted]	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Pt.	Pt.	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.3434	.1762	.3304	.3224	.[illegible]2	.4570	-	.2842	.2642	[redacted]	[redacted]	[redacted]	-
[redacted]	.418	.223	.396	.396	.216	.49	-	.3[illegible]	.313	[redacted]	[redacted]	[redacted]	-
[redacted]	21.7	26.6	19.9	22.8	34.8	7.2	-	12.6	1[illegible].5	[redacted]	[redacted]	[redacted]	-

3803

[redacted]	.3434	.1762	3304	.3224	.1602	.4570	[redacted]	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	.418	.223	.396	.396	.216	.49	[redacted]	.27 1/	.313	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	21.7	26.6	19.9	22.8	34.8	7.2	[redacted]	(5.3)	18.5	[redacted]	[redacted]	[redacted]	[redacted]

DE COMMISSION
MISSION ~~NDENT~~ Exhibit No. 195 H

	[redacted]						
	[redacted]	[redacted]	Homo			Chocolate	
Week Ended 12/31/66	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	685.53
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	602.48
Dollar Discrimination (Overcharge)	[redacted]	83.05
Percent of Discrimination (Overcharge)	[redacted]	13.8

3804

6377

PAPER													
Buttermilk		27	Fort. Skim		Egg Nog		Whip Cream	H & H	Sour Cream		[illegible]	[illegible]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	[illegible]	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	[illegible]
.3434	.1762	.3304	.3224	.1602	[illegible]	.4570	.2842	.2644	.4805	.2455	[illegible]	[illegible]
.418	.223	.396	.396	.216	[illegible]	.49	.32	.313	.511	.263	[illegible]	[illegible]
21.7	26.6	19.9	22.8	34.8	[illegible]	7.2	12.6	18.5	6.3	7.1	[illegible]	[illegible]

FEDERAL TRADE COMMISSION
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2

Week Ended 1/7/67	[redacted]		Home			Choc.	[redacted]
	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	529.80
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	463.56
Dollar Discrimination (Overcharge)	[redacted]	66.24
Percent of Discrimination (Overcharge)	[redacted]	14.3

Week Ended 1/14/67							
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	704.23
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	615.38
Dollar Discrimination (Overcharge)	[redacted]	88.85
Percent of Discrimination (Overcharge)	[redacted]	14.4

PAPER										
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.455	[redacted]	[redacted]
.4180	.2230	.3960	.3960	.2160	.3200	.3130	.5110	.650	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]

.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.455	[redacted]	[redacted]
.4180	.2230	.3960	.3960	.2160	.3200	.3130	.5110	.630	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.	[redacted]	[redacted]

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	[redacted]			Homo		Choc.	[redacted]	Butt
Week Ended 1/21/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	[redacted]	13.1.	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	603.26
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	526.19
Dollar Discrimination (Overcharge)	[redacted]	77.07
Percent of Discrimination (Overcharge)	[redacted]	14.6

Week Ended 1/29/67								
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.343
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.418
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	398.30
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	350.51
Dollar Discrimination (Overcharge)	[redacted]	47.79
Percent of Discrimination (Overcharge)	[redacted]	13.6

1/ Special Price.

6379

C X 195

PAPER

rmilk	2%	Fort. Skim		Whip Cream	H & H		Sour Cream		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	[redacted]	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]	[redacted]
.1762	.3304	.3224	.1602	.2842	-	.2642	.4805	.2455	[redacted]	[redacted]	-
.2230	.3960	.3960	.2160	.3200	-	.3130	.5110	.2630	[redacted]	[redacted]	-
26.6	19.9	22.8	34.8	12.6	-	18.5	6.3	7.1	[redacted]	[redacted]	-

.1762	.3304	.3224	.1602	.2842	[redacted]	.2642	.4405	.2255	[redacted]	[redacted]	[redacted]
.2230	.3460 1/	.3960	.2160	.3200	[redacted]	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
26.6	4.7	22.8	34.8	12.6	[redacted]	18.5	16.0	16.6	[redacted]	[redacted]	[redacted]

FEDERAL TRADE COMMISSION

Docket No 8866 COMMISSION Exhibit No. 195

	[redacted]		Homo			Choc.	[redacted]
Week Ended 2/4/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	992.36
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	870.59
Dollar Discrimination (Overcharge)	[redacted]	121.77
Percent of Discrimination (Overcharge)	[redacted]	14.0

Week Ended 2/11/67							
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2130 1/	[redacted]
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	(10.4)	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	505.47
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	452.38
Dollar Discrimination (Overcharge)	[redacted]	53.09
Percent of Discrimination (Overcharge)	[redacted]	11.7

1/ Special Price.

6380

PAPER

Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]
.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.4180	.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]

3807

FEDERAL TRADE COMMISSION

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.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.4180	.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]

	[redacted]		Homo			Choc.	[redacted]
Week Ended 2/18/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	612.14
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	539.00
Dollar Discrimination (Overcharge)	[redacted]	73.14
Percent of Discrimination (Overcharge)	[redacted]	13.6

Week Ended 2/25/67							
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	708.90
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	632.04
Dollar Discrimination (Overcharge)	[redacted]	76.86
Percent of Discrimination (Overcharge)	[redacted]	12.2

1/ Special Price.

6.38

(. X 19

PAPER										
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.3680 1/	.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]
7.2	26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]

.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.4180	.2230	.3960	.3960	.2160	.3200	.2630 1/	.5110	.2630	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.8	12.6	(.5)	6.3	7.1	[redacted]	[redacted]

FEDERAL TRADE COMMISSION

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Week Ended 3/4/67	[redacted]		Home			Choc.	[redacted]
	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	586.87
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	520.47
Dollar Discrimination (Overcharge)	[redacted]	66.40
Percent of Discrimination (Overcharge)	[redacted]	12.8

Week Ended 3/11/67							
A & P Price - Hammond	[redacted]	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	[redacted]	13.1	13.3	16.9	11.8	[redacted]

PAPER											
Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	-
.4180	.1730 1/	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]	-
21.7	(1.8)	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]	-

.3434	.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.4180	.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2130 1/	[redacted]	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.3	12.6	18.5	6.3	(15.3)	[redacted]	[redacted]	[redacted]

3809

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION Exhibit No. 195

CX 195 N

3810

Week Ended 3/19/67	[redacted]		Homo			Choc.	[redacted]
	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	[redacted]	.6752	.3376	.1838	.2283	[redacted]
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	[redacted]	17.7	17.9	21.3	15.2	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	673.47
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	562.77
Dollar Discrimination (Overcharge)	[redacted]	110.70
Percent of Discrimination (Overcharge)	[redacted]	19.7

Week Ended 3/25/67							
A & P Price - Hammond	[redacted]	[redacted]	.6752	.3376	.1838	.2283	[redacted]
Tittle Net Price	[redacted]	[redacted]	.7950	.3980	.2230	.2630	[redacted]
Percent of Discrimination	[redacted]	[redacted]	17.7	17.9	21.3	15.2	[redacted]

[illegible] to Tittle of its [illegible]

6383

CX 195-0

	PAPER											
	Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
	.3296	.1693	.3166	.3086	.1533	.2773	.2573	.4667	-	[redacted]	.2806	[redacted]
[redacted]	.4180	.2230	.3960	.3960	.2160	.3200	.3130	.5110	-	[redacted]	.3100	[redacted]
	26.8	31.7	25.1	28.3	40.9	15.4	21.6	9.5	-	[redacted]	10.5	[redacted]

[redacted]	.3296	.1693	.3166	.3086	.1533	.2773	.2573	.4667	.2336	[redacted]	.2806	[redacted]
[redacted]	.4180	.2230	.3960	.3960	.2160	.2700 1/	.3130	.5110	.2630	[redacted]	.3100	[redacted]
	26.8	31.7	25.1	28.3	40.9	(2.7)	21.6	9.5	10.2	[redacted]	10.5	[redacted]

195 / 0

	[redacted]		Homo			Choc.	[redacted]
Week Ended 4/1/67	[redacted]	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]
A & P Price - Hammond	[redacted]	[redacted]	.6752	.3376	.1333	.2283	[redacted]
Tittle Net Price	[redacted]	[redacted]	.7950	.3930	.2230	.2130 1/	[redacted]
Percent of Discrimination	[redacted]	[redacted]	17.7	17.9	21.3	(7.2)	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	653.98
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	574.76
Dollar Discrimination (Overcharge)	[redacted]	79.22
Percent of Discrimination (Overcharge)	[redacted]	13.8

PAPER

	Buttermilk		2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
	½ Gal.	Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
	.3296	.1693	.3166	.3036	.1533	.2773	.2573	.4667	.2386	[redacted]	.2606	[redacted]
	.4180	.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	.3100	[redacted]
	26.8	31.7	25.1	28.3	40.9	15.4	21.6	9.5	10.2	[redacted]	19.0	[redacted]

TRADE COMMISSI

COMMISSION ~~RESPONDENT~~ Exhibit No. 145 P

JOSEPH TITTLE & SON, INC.

Summary of Price Discriminations, by Month, of Billings of Common Items 1/, by Borden, Inc., to A & P Stores and Joseph Tittle & Son, Inc., Lake Street, both of Gary, Indiana, During Periods of October 1966-March 1967 and June 1969-March 1970.

Month	Total Net Billing To Tittle	Billing If Tittle Had Been Charged A & P Prices	Dollar Discrimination	Percent of Discrimination
October 1966	$ 1,793.24	$ 1,616.42	$ 176.82	10.9%
November 1966	2,118.04	1,915.52	202.52	10.6
December 1966	2,838.48	2,513.90	324.58	12.9
January 1967	2,131.58	1,868.40	263.18	14.1
February 1967	2,306.93	2,039.54	267.39	13.1
March 1967	2,529.58	2,192.94	336.64	15.4
Six Months Total	$13,717.85	$12,146.72	$ 1,571.13	12.9%
June 1969	$ 2,671.22	$ 2,450.27	$ 220.95	9.0%
July 1969	2,631.05	2,489.30	141.75	5.7
August 1969	3,033.80	2,765.21	268.59	9.7
September 1969	2,938.17	2,772.96	165.21	6.0
October 1969	3,532.51	3,287.73	244.78	7.5
November 1969	4,017.00	3,768.40	248.60	6.6
December 1969	3,444.86	3,227.76	217.10	6.7
January 1970	3,786.81	3,568.66	218.15	6.1
February 1970	3,029.56	2,930.30	99.26	3.4
March 1970	3,085.44	2,970.53	114.91	3.9
Ten Months Total	$32,170.42	$30,231.12	$ 1,939.30	6.4%

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda for periods of October 1966-March 1967 and June 1969-March 1970.

1/ Only Private Label Products considered in A & P Purchases.

CX 196-A

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196A

In the Matter of: A & P Tea Co.

Date 4/14/71 Witness ______ Reporter

JOSEPH TITTLE & SON, INC., LAKE STREET

Comparison of Net Sales of Common Items Used in Commission's Tabulations, by Month, to Total Sales of All Items Sold to Joseph Tittle & Son, Inc., Lake Street, Gary, Indiana, by Borden, Inc., During Periods of October 1966-March 1967 and June 1969-March 1970.

Month	Borden Net Sales of All Items	Borden Net Sales of Common Items	Percent of Common Items To All Items
October 1966	$ 2,589.01	$ 1,793.24	69.3%
November 1966	2,883.71	2,118.04	73.4
December 1966	3,745.67	2,838.48	75.8
January 1967	2,701.75	2,131.58	78.9
February 1967	2,903.67	2,306.93	79.4
March 1967	3,239.16	2,529.58	78.1
Six Months Total	$18,062.97	$13,717.85	75.9%
June 1969	$ 3,204.65	$ 2,671.22	83.4%
July 1969	3,089.54	2,631.05	85.2
August 1969	3,570.70	3,033.80	85.0
September 1969	3,402.09	2,938.17	86.4
October 1969	3,947.81	3,532.51	89.5
November 1969	4,496.36	4,017.00	89.3
December 1969	3,834.51	3,444.86	89.8
January 1970	4,336.72	3,786.81	87.3
February 1970	3,634.16	3,029.56	83.4
March 1970	3,536.86	3,085.44	87.2
Ten Months Total	$37,053.40	$32,170.42	86.8%

Source: Borden's Weekly Billings, Invoices, and Applicable Rebate Memoranda.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196 B

Week Ended [illegible]	[redacted]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
A & P Price - Cary	[redacted]	.7283	.3644	.1972	.2417	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	9.1	9.2	13.1	8.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [illegible] Items	[redacted]	$ 402.28
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	361.97
Dollar Discrimination (Overcharge)	[redacted]	40.31
Percent of Discrimination (Overcharge)	[redacted]	11.1

Week Ended [illegible]						
A & P Price - Cary	[redacted]	.7184	.3592	.1946	.2391	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	10.7	10.8	14.6	10.0	[redacted]

Total Net Billing to Tittle of its Purchases of These [illegible] Items	[redacted]	$ 448.08
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	405.45
Dollar Discrimination (Overcharge)	[redacted]	42.63
Percent of Discrimination (Overcharge)	[redacted]	10.5

1/ Special Price.

Note:
Percentages based on price differences divided by lowest price.
( ) Indicates those products on which A & P Store does not receive lowest price.

FEDERAL TRADE COMMISSION
Docket No. 8866 - COMMISSION EXHIBIT No. 146-2

CX 146-C

.3504	-	.3504	.3354	.1667	.2907	.2707	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.413	-	.396	.396	.216	.32	.313	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
17.3	-	19.9	13.1	29.6	10.1	15.6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

3814

.3512	.1001	.3382	.3302	.1647	.2881	.2661	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.33 1/	.223	.396	.396	.216	.32	.313	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
(6.4)	23.8	17.1	19.9	31.1	11.1	16.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Week Ended 10/22/66	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
A & P Price - Cary	[redacted]	.7184	.3592	.1946	.2391	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	10.7	10.8	14.6	10.0	[redacted]

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	461.49
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	417.95
Dollar Discrimination (Overcharge)	[redacted]	43.54
Percent of Discrimination (Overcharge)	[redacted]	10.4

Week Ended 10/29/66						
A & P Price - Cary	[redacted]	.7224	.3612	.1956	.2401	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	10.0	10.2	14.0	9.5	[redacted]

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	481.39
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	431.05
Dollar Discrimination (Overcharge)	[redacted]	50.34
Percent of Discrimination (Overcharge)	[redacted]	11.7

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 - ~~RESPONDENT~~ COMMISSION EXHIBIT No. 196
D

CX 196-D

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.3512	.1801	.3382	.3302	.1647	.2881	.2681	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.418	.223	.396	.396	.216	.333 1/	.313	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
19.0	23.8	17.1	19.9	31.1	(21.1)	16.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

.3532	.1311	.3402	.3322	.1651	.2891	.2691	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.418	.223	.396	.396	.216	.32	.313	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
18.3	23.1	16.4	19.2	30.8	20.7	16.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Week Ended 11/5/65						
A & P Price - Gary	[redacted]	.7224	.3612	.1956	.2401	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	10.0	10.2	14.0	9.5	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	549.92
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	494.60
Dollar Discrimination (Overcharge)	[redacted]	55.32
Percent of Discrimination (Overcharge)	[redacted]	11.2

Week Ended 11/12/65						
A & P Price - Gary	[redacted]	.7224	.3612	.1956	.2401	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.22 1/	[redacted]
Percent of Discrimination	[redacted]	10.0	10.2	14.0	(9.1)	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	520.75
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	474.66
Dollar Discrimination (Overcharge)	[redacted]	46.09
Percent of Discrimination (Overcharge)	[redacted]	9.7

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196 E

CX 196-E

6389

.3532	.1811	.3402	.3322	.1651	.2891	.2.91	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.418	.13	.395	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8.3	(.5)	16.4	19.2	30.3	10.7	15.3	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

.3532	.1311	.3402	.3322	.1651	.2891	.2691	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.418	.223	.396	.395	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
18.3	23.1	16.4	19.2	30.8	10.7	16.3	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

Week Ended 11/19/55							
A & P Price - Gary	[redacted]	.7224	.3612	.1956	.2401	[redacted]	.3532
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]	.418
Percent of Discrimination	[redacted]	10.0	10.2	14.0	9.5	[redacted]	18.3

Total Net Billing to Tittle of his Purchases of These [redacted] Items	[redacted]	518.78
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	473.07
Dollar Discrimination (Overcharge)	[redacted]	45.71
Percent of Discrimination (Overcharge)	[redacted]	9.7

Week Ended 11/26/55							
A & P Price - Gary	[redacted]	.7184	.3592	.1945	.2391	[redacted]	.3512
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]	.418
Percent of Discrimination	[redacted]	10.7	10.8	14.6	10.0	[redacted]	19.0

Total Net Billing to Tittle of his Purchases of These [redacted] Items	[redacted]	528.59
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	473.19
Dollar Discrimination (Overcharge)	[redacted]	55.40
Percent of Discrimination (Overcharge)	[redacted]	11.7

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 6___
~~Respondent~~ COMMISSION Exhibit No. 176 F

CX 176-F

[illegible]	[illegible]	Fort. Smith		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.1611	.3362	.3322	.1651	.4570	.2581	.2581	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.223	.396	.396	.216	.49	.32	.27 1/	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
2.1	16.4	19.2	20.8	7.2	10.7	.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

.1601	.3382	.3302	.1641	.4570	.2581	.2581	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.223	.396	.396	.216	.49	.32	.213	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
23.3	17.1	19.9	31.5	7.2	11.1	16.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

3817

Week Ended 12/10/65								
A & P Price - Gary	[redacted]	.7104	.3592	.1946	.2391	[redacted]	.3512	.1801
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]	.418	.223
Percent of Discrimination	[redacted]	10.7	10.8	14.6	10.0	[redacted]	19.0	23.8

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	473.72
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	422.39
Dollar Discrimination (Overcharge)	[redacted]	51.33
Percent of Discrimination (Overcharge)	[redacted]	12.2

1/ [redacted]

FEDERAL TRADE COMMISSION

101

CX 196-5

3818

6391

.3382	.3302	.1641	.2881	.2681	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	.4579
.396	.396	.216	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	.49
17.1	1[illegible].9	31.6	11.1	16.7	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[illegible]7.2

A & P Price - Cary	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	534.35
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	467.11
Dollar Discrimination (Overcharge)	[redacted]	67.24
Percent of Discrimination (Overcharge)	[redacted]	14.4

Week Ended 12/24/66

A & P Price - Cary	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	703.71
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	626.02
Dollar Discrimination (Overcharge)	[redacted]	77.69
Percent of Discrimination (Overcharge)	[redacted]	12.4

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196 H

CX 196-H

[illegible]	.1762	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]					
.418	.223	.396	.396	.216	.49	.32	.313	[redacted]	[redacted]	[redacted]	[redacted]	—
21.7	26.6	19.9	22.8	34.8	7.2	12.6	18.5	[redacted]	[redacted]	[redacted]	[redacted]	—

.3434	.1762	.3304	.3224	.1602	.4570	.2842	.2642	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
.418	.223	.396	.395	.216	.49	.27 1/	.213	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
21.7	26.6	19.9	22.8	34.8	7.2	(5.3)	18.5	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

3819

Week Ended 12/31/66	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352	[redacted]
Tittle Net Price	[redacted]	.795	.398	.223	.263	[redacted]
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]

Total Net Billings to Tittle of its Purchases of These [redacted] Items	[redacted]	635.01
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	559.34
Dollar Discrimination (Overcharge)	[redacted]	75.67
Percent of Discrimination (Overcharge)	[redacted]	13.5

3820

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196

6393

CX 196-I

$ Gal.	$ Gal.	$ Gal.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
.3434	.3304	.3224	.1602	.4570	.2842	.2642	.4805	.2455	[redacted]	[redacted]
.418	.396	.396	.216	.49	.32	.313	.511	.263	[redacted]	[redacted]
21.7	19.9	22.8	34.8	7.2	12.6	18.5	6.3	7.1	[redacted]	[redacted]

[illegible]							
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352	[illegible]	[illegible]
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	539.95
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	472.85
Dollar Discrimination (Overcharge)	[redacted]	67.10
Percent of Discrimination (Overcharge)	[redacted]	14.2

W/E Priced 1/14/67							
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	516.34
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	451.79
Dollar Discrimination (Overcharge)	[redacted]	64.55
Percent of Discrimination (Overcharge)	[redacted]	14.3

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196-J

CX 196-J

.2230	.3960	.3960	.2160	.3200	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[illegible]	[illegible]	[illegible]

.1762	.3304	.3224	.1602	.2842	.2642	.4005	.2455	[illegible]	[illegible]	[illegible]
.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[illegible]	[illegible]	[illegible]
26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[illegible]	[illegible]	[illegible]

	[redacted]	Homo			Choc.	[redacted]	Butter
Week Ended 1/21/67		Gal.	½ Gal.	Qt.	Qt.		½ Gal.
A & P - Gary	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	601.25
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	525.59
Dollar Discrimination (Overcharge)	[redacted]	75.66
Percent of Discrimination (Overcharge)	[redacted]	14.4

3822

FEDERAL TRADE COMMISSION

Docket No. 8866 ~~RESPONDENT~~ COMMISSION Exhibit No. 196 K

Week Ended 1/28/67							
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	474.04
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	418.17
Dollar Discrimination (Overcharge)	[redacted]	55.87
Percent of Discrimination (Overcharge)	[redacted]	13.4

CX 196. K

6395

1/ Special Price.

Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	[illegible]	[illegible]			
.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.[illegible]			

.1762	.3304	.3224	.1602	.2842	.2642	.4405	.2255	[redacted]	[redacted]	[redacted]
.2230	.3460 1/	.3960	.2160	.3200	.3130	.5210	.2630	[redacted]	[redacted]	[redacted]
26.6	4.7	22.8	34.8	12.6	18.5	16.0	16.6	[redacted]	[redacted]	[redacted]

Week Ended 2/4/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Butter ½ Gal.
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	741.77
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	651.53
Dollar Discrimination (Overcharge)	[redacted]	90.24
Percent of Discrimination (Overcharge)	[redacted]	13.9

Week Ended 2/11/67	[redacted]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Choc. Qt.	[redacted]	Butter ½ Gal.
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2130 1/	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	(10.4)	[redacted]	21.7

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	486.34
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	434.45
Dollar Discrimination (Overcharge)	[redacted]	51.89
Percent of Discrimination (Overcharge)	[redacted]	11.9

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196
1

CX196-1

PAPER										
ilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]	[redacted]
.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]	[redacted]

.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.2230	.3960	.3960	.2160	.3200	.3130	.5710	.2630	[redacted]	[redacted]	[redacted]
26.6	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]	[redacted]

3824

FEDERAL TRADE COMMI

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 186

M

	[redacted]	Homo			Choc.	[redacted]	Buttermilk	
Week Ended 2/18/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.	Qt.
A & P Price - Gary	[redacted]	.7028	.3514	.1907	-	[redacted]	.3434	.1762
Tittle Net Price	[redacted]	.7950	.3980	.2230	-	[redacted]	.3680 1/	.2230
Percent of Discrimination	[redacted]	13.1	13.3	16.9	-	[redacted]	7.2	26.6

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	511.18
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	449.99
Dollar Discrimination (Overcharge)	[redacted]	61.19
Percent of Discrimination (Overcharge)	[redacted]	13.6

Week Ended 2/25/67								
A & P Price - Gary	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434	.1762
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180	.2230
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7	26.6

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	567.64
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	503.57
Dollar Discrimination (Overcharge)	[redacted]	64.07
Percent of Discrimination (Overcharge)	[redacted]	12.7

6397

CX116-1

1/ Special Price.

P A P E R

2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	6 Oz.	[redacted]	[redacted]	[redacted]
.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]	[redacted]

.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.3960	.3960	.2160	.3200 1/	.2630 1/	.5110	.2630	[redacted]	[redacted]	[redacted]
19.9	22.8	34.8	12.6	(.5)	6.3	7.1	[redacted]	[redacted]	[redacted]

	[redacted]		Homo		Choc.	[redacted]	Butter
Week Ended 3/4/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Cary	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of Its Purchases of These [redacted] Items	[redacted]	476.11
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	419.63
Dollar Discrimination (Overcharge)	[redacted]	56.48
Percent of Discrimination (Overcharge)	[redacted]	13.5

Week Ended 3/11/67							
A & P Price - Cary	[redacted]	.7028	.3514	.1907	.2352	[redacted]	.3434
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	13.1	13.3	16.9	11.8	[redacted]	21.7

Total Net Billing to Tittle of Its Purchases of These [redacted] Items	[redacted]	471.23
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	418.45
Dollar Discrimination (Overcharge)	[redacted]	52.78
Percent of Discrimination (Overcharge)	[redacted]	12.6

1/ Special Price.

FEDERAL TRADE COMMISS.
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196 N

CX 196-

PAPER										
ilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.1762	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
.1730 1/	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	[redacted]	[redacted]
(1.8)	19.9	22.8	34.8	12.6	18.5	6.3	7.1	[redacted]	[redacted]	[redacted]

-	.3304	.3224	.1602	.2842	.2642	.4805	.2455	[redacted]	[redacted]	[redacted]
-	.3960	.3960	.2160	.3200	.3130	.5110	.2130 1/	[redacted]	[redacted]	[redacted]
-	19.9	22.8	34.8	12.6	18.5	6.3	(15.3)	[redacted]	[redacted]	[redacted]

	[redacted]	Homo			Choc.	[redacted]	Butte
Week Ended 3/18/67	[redacted]	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Cary	[redacted]	.6752	.3376	.1838	.2283	[redacted]	.3296
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	17.7	17.9	21.3	15.2	[redacted]	26.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	511.49
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	430.81
Dollar Discrimination (Overcharge)	[redacted]	80.68
Percent of Discrimination (Overcharge)	[redacted]	18.7

Week Ended 3/25/67							
A & P Price - Cary	[redacted]	.6752	.3376	.1838	.2283	[redacted]	.3296
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2630	[redacted]	.4180
Percent of Discrimination	[redacted]	17.7	17.9	21.3	15.2	[redacted]	26.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	587.94
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	501.79
Dollar Discrimination (Overcharge)	[redacted]	86.15
Percent of Discrimination (Overcharge)	[redacted]	17.2

1/ Special Price.

FEDERAL TRADE COMMISS

Docket No. 8866 ~~RESPONDENT~~ COMMISSION Exhibit No. 186-a

3826

6399

CX 195-

PAPER										
ilk	2%	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.1693	.3166	.3086	.1533	.2773	.2573	.4667	.2386	[redacted]	.2506	[redacted]
.2230	.3960	.3960	.2160	.3200	.3130	.5110	.2630	[redacted]	.3100	[redacted]
31.7	25.1	28.3	40.9	15.4	21.6	9.5	10.2	[redacted]	10.5	[redacted]

.1693	.3166	.3086	.1533	.2773	.2573	.4667	.2386	[redacted]	.2806	[redacted]
.2230	.3960	.3960	.2160	.2700 1/	.3130	.5110	.2630	[redacted]	.3100	[redacted]
31.7	25.1	28.3	40.9	(2.7)	21.6	9.5	10.2	[redacted]	10.5	[redacted]

Week Ended 4/1/61	[redacted]	Homo			Choc.	Butter
	[redacted]	Gal.	½ Gal.	Qt.	Qt.	½ Gal.
A & P Price - Gary	[redacted]	.6752	.3376	.1338	.2283	.3296
Tittle Net Price	[redacted]	.7950	.3980	.2230	.2130 1/	.4180
Percent of Discrimination	[redacted]	17.7	17.9	21.3	(7.2)	26.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	482.51
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	422.26
Dollar Discrimination (Overcharge)	[redacted]	60.55
Percent of Discrimination (Overcharge)	[redacted]	14.3

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196 F

CX 196-F

1/ Special Price.

PAPER								
ilk	2%	Fort. Skim		H & H	Sour Cream		[redacted]	[redacted]
Qt.	½ Gal.	½ Gal.	Qt.	Pt.	16 Oz.	8 Oz.	[redacted]	[redacted]
.1693	.3166	.3086	.1533	.2573	.4667	.2386	[redacted]	[redacted]
.2230	.3960	.3960	.2160	.3130	.5110	.2630	[redacted]	[redacted]
31.7	25.1	28.3	40.9	21.6	9.5	10.2	[redacted]	[redacted]

Week Ended 6/7/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.7632	.3816	.2058	[redacted]	.2503	.3200	.1913
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.2283
Percent of Discrimination	12.9	13.0	10.9	[redacted]	8.5	34.8	19.3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	654.12
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	580.86
Dollar Discrimination (Overcharge)	[redacted]	73.26
Percent of Discrimination (Overcharge)	[redacted]	12.6

Week Ended 6/14/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.7632	.3816	.2058	[redacted]	.2503	.3200	.1913
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.2283
Percent of Discrimination	12.9	13.0	10.9	[redacted]	8.5	34.8	19.3

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	777.31
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	759.35
Dollar Discrimination (Overcharge)	[redacted]	17.96
Percent of Discrimination (Overcharge)	[redacted]	2.4

1/ Special Price.

Note: Percentages based on price differences divided by lowest price. • indicates those instances wh
( ) indicates those products on which A & P Store does not receive lowest price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 186
G

3828

6401

CX196-G

PAPER

27.		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.7212	.3606	.3526	.1753	.2993	.2768	.5067	.2586	—	.3006
.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	—	.2959
9.4	13.9	16.4	26.4	6.1	12.6	.6	1.5	—	(.6)

.7212	.3606	.3526	.1753	.2993	.2768	.5067	.2586	[redacted]	.3006
.7889	.3185 1/	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2959
9.4	(13.1)	16.4	26.4	6.1	12.6	.6	1.5	[redacted]	(.6)

r A & P Store does not receive lowest pric..

Week Ended 6/21/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt
A & P Price - Gary	.7632	.3816	.2058	[redacted]	.2503	.3736	.1
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.2
Percent of Discrimination	12.9	13.0	10.9	[redacted]	8.5	15.4	19.

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	7 605.20
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	535.92
Dollar Discrimination (Overcharge)	[redacted]	69.28
Percent of Discrimination (Overcharge)	[redacted]	12.9

Week Ended 6/13/59						
A & P Price - Gary	.7632	.3816	.2058	—	.2503	.3736
Tittle Net Price	.8614	.4312	.2283	—	.2715	.4312
Percent of Discrimination	13.9	13.0	10.9	—	8.5	15.4

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	634.59
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	574.14
Dollar Discrimination (Overcharge)	[redacted]	60.45
Percent of Discrimination (Overcharge)	[redacted]	10.5

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196 R

CX196-R

6402

BEST COPY AVAILABLE

	P A P E R										
	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
913	.7212	.3606	.3526	.1753	.2993	.2400	.5067	.2586	[redacted]	.2006	[redacted]
283	.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
3	9.4	13.9	16.4	26.4	6.1	29.8	.6	1.5	[redacted]	(.6)	[redacted]

.1913	.7212	.3606	.3526	.1753	.2993	.2400	.5067	.2586	[redacted]	.2006	[redacted]
.1568 1/	.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
(22.0)	9.4	13.9	16.4	26.4	6.1	29.8	.6	1.5	[redacted]	(.6)	[redacted]

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 176-5

3830

6403

CX 176-5

[illegible]

Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	470.28
Dollar Discrimination (Overcharge)	[redacted]	59.29
Percent of Discrimination (Overcharge)	[redacted]	12.6

Week Ended 7/12/69							
A & P Price - Cury	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.1568
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	(23.6)

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	617.78
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	565.47
Dollar Discrimination (Overcharge)	[redacted]	52.31
Percent of Discrimination (Overcharge)	[redacted]	9.3

1/ Special Price.

	.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.2200	—
1/	.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	—
	7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	35.9	—

	Homo			Chocolate		Buttermilk	
Week Ended 7/19/69	Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Gal.	Qt.
A & P Price - Cary	.7732	.3856	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2136 1/	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	(18.4)	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	759.27
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	725.96
Dollar Discrimination (Overcharge)	[redacted]	33.31
Percent of Discrimination (Overcharge)	[redacted]	4.6

Week Ended 7/26/69							
A & P Price - Cary	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	724.43
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	727.59
Dollar Discrimination (Overcharge)	[redacted]	(3.16)
Percent of Discrimination (Overcharge)	[redacted]	(.4)

1/ Special Price.

FEDERAL TRADE COMM.
Docket No. 8866
COMMISSION ~~RESPONDENT~~ Exhibit No. 196 T

CX 196-T

	27		Fort Side		Cream	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]
Gal.	½ Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.7312	.3656	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3051	[redacted]
.7889	.3234 1/	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
7.9	(13.0)	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

3831

-	.3656	-	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3051	[redacted]
-	.3234 1/	-	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
-	(13.0)	-	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

	Homo			Chocolate		Buttermilk	
Week Ended 8/2/69	Gal.	½ Gal.	Qt.	[illegible]	Qt.	½ Gal.	Qt.
A & P Price - Gary	.7732	.3866	.2083	[illegible]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[illegible]	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[illegible]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [illegible] Items	[illegible]	650.51
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[illegible]	555.92
Dollar Discrimination (Overcharge)	[illegible]	64.59
Percent of Discrimination (Overcharge)	[illegible]	11.0

3832

FEDERAL TRADE COMMISSI

Docket No. 8866 - COMMISSION ~~RESPONDENT~~ Exhibit No. 196

Week Ended 8/9/69							
A & P Price - Gary	.7732	.3866	.2083	[illegible]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[illegible]	.2715	.3234 1/	.2283
Percent of Discrimination	11.4	11.5	9.6	[illegible]	7.4	(17.1)	17.8

Total Net Billing to Tittle of its Purchases of These [illegible] Items	[illegible]	648.38
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[illegible]	599.24
Dollar Discrimination (Overcharge)	[illegible]	49.14
Percent of Discrimination (Overcharge)	[illegible]	8.2

1/ Special Price.

CX 196-U

6405

[illegible]	½ Gal.	½ Gal.	[illegible]							
.7312	.3656	.3576	.1778	.2450	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7889	.4106	.4106	.2215	.2450 1/	.3116	.5096	.2626	[redacted]	.2969	[redacted]
7.9	12.3	14.8	24.6	-0-	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2939	[redacted]
7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196

CX 196-V

Week Ended 8/16/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	575.15
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	521.85
Dollar Discrimination (Overcharge)	[redacted]	53.30
Percent of Discrimination (Overcharge)	[redacted]	10.2

Week Ended 8/23/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	545.39
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	504.22
Dollar Discrimination (Overcharge)	[redacted]	41.17
Percent of Discrimination (Overcharge)	[redacted]	8.2

1/ Special Price.

6406

PAPER										
2%		Fort. Skim		Whip Cream	H & H.	Sour Cream		[illegible]	Onion Dip	[illegible]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.	[illegible]
.7312	.3656	.3576	.1778	.3018	.2793	.4300	.2611	[illegible]	.3031	[illegible]
.7889	.4106	.4106	.2215	.3175	.3116	.4214 1/	.2626	[illegible]	.2989	[illegible]
7.9	12.3	14.8	24.6	5.2	11.6	(2.0)	.6	[illegible]	(1.4)	[illegible]

.7312	.3656	.3576	.1778	.3018	.2793	-	.2611	[illegible]	.3031	[illegible]
.7889	.4106	.4106	.2215	.3175	.2352 1/	-	.2626	[illegible]	.2989	[illegible]
7.9	12.3	14.8	24.6	5.2	(18.8)	-	.6	[illegible]	(1.4)	[illegible]

Week Ended 8/30/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2033	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2253	[redacted]	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	614.37
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	553:98
Dollar Discrimination (Overcharge)	[redacted]	60.39
Percent of Discrimination (Overcharge)	[redacted]	10.9

FEDERAL TRADE COMMISSION

Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196 W

3834

CX 196-W

6407

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[illegible]	[illegible]	[illegible]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7589	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

Week Ended 9/6/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Gal.	Qt.
A & P Price - Gary	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	953.70
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	971.39
Dollar Discrimination (Overcharge)	[redacted]	(17.69)
Percent of Discrimination (Overcharge)	[redacted]	(1.9)

Week Ended 9/13/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Gal.	Qt.
A & P Price - Gary	.7732	.3866	.2088	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	621.95
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	559.65
Dollar Discrimination (Overcharge)	[redacted]	62.30
Percent of Discrimination (Overcharge)	[redacted]	11.1

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196
X

CX 196-Y

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
-	.3656	.3576	.1778	.3018	.2793	-	.2611	[redacted]	.3031	[redacted]
-	.3234 1/	.4106	.2215	.3175	.3116	-	.2626	[redacted]	.2989	[redacted]
-	(13.0)	14.8	24.6	5.2	11.6	-	.6	[redacted]	(1.4)	[redacted]

.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
7.9	12.3	14.8	24.5	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

[illegible]	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Prices - [illegible]	.7732	.3566	.2083	[redacted]	.2528	.3786	.1938
Tittle [illegible] Price	.8614	.4312	.2283	[redacted]	.2715	.3234 1/	.2283
Percent of [illegible]	11.4	11.5	9.6	[redacted]	7.4	([illegible])	17.8

[illegible] Tittle of its [illegible] Items	[redacted]	649.31
[illegible] Been Charged [illegible] For Those Items	[redacted]	598.77
Dollar [illegible] (Overcharge)	[redacted]	50.54
Percent of [illegible] (Overcharge)	[redacted]	8.4

[illegible]							
[illegible]	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
[illegible]	.8614	.4312	.2283	[redacted]	.2715	.4312	.2283
[illegible]	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

[illegible] Tittle of its [illegible] Items	[redacted]	713.21
[illegible] Been Charged [illegible] For Those Items	[redacted]	643.15
[illegible] (Overcharge)	[redacted]	70.06
Percent of [illegible] (Overcharge)	[redacted]	10.9

1/ [illegible]

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 176

3836

6409

CX 176

PAPER									
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip
al.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031
.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989
7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)

.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031
.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989
7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)

Week Ended 10/4/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,042,20
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,037.89
Dollar Discrimination (Overcharge)	[redacted]	4.31
Percent of Discrimination (Overcharge)	[redacted]	.4

Week Ended 10/11/69							
A & P Price - Gary	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	787.53
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	708.94
Dollar Discrimination (Overcharge)	[redacted]	78.59
Percent of Discrimination (Overcharg	[redacted]	11.1

1/ Special Price

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196
7

6410

CX 196-7

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7889	.3234 1/	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
7.9	(13.0)	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

3837

.7312	.3656	.3576	.1778	.3018	.2400	.5117	.2611	[redacted]	[redacted]	[redacted]
.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	[redacted]	[redacted]
7.9	12.3	14.8	24.6	5.2	29.8	(.4)	.6	[redacted]	[redacted]	[redacted]

Week Ended 10/18/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.3234 1/	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	(17.1)	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	829.55
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	754.59
Dollar Discrimination (Overcharge)	[redacted]	74.96
Percent of Discrimination (Overcharge)	[redacted]	9.9

3838

Week Ended 10/25/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	873.23
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	786.31
Dollar Discrimination (Overcharge)	[redacted]	86.92
Percent of Discrimination (Overcharge)	[redacted]	11.1

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196 Z-1

CX196-Z1

6411

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.7312	.3656	.3576	.1778	.3018	.2400	.5117	.2611	[redacted]	.3031	[redacted]
.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
7.9	12.3	14.8	24.6	5.2	29.8	(.4)	.6	[redacted]	(1.4)	[redacted]

.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7889	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

Week Ended 11/1/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate ~~½ Gal.~~	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.7732	.3866	.2083	—	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	—	.2136 1/	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	—	(18.4)	13.9	17.8

Total Net Billing to Tittle of Its Purchases of These [redacted] Items	[redacted]	1,029.99
Billing If Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,021.46
Dollar Discrimination (Overcharge)	[redacted]	8.53
Percent of Discrimination (Overcharge)	[redacted]	.8

Week Ended 11/8/69	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate ½ Gal.	Chocolate Qt.	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Cary	.7732	.3866	.2083	—	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	—	.2136 1/	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	—	(18.4)	13.9	17.8

Total Net Billing to Tittle of Its Purchases of These [redacted] Items	[redacted]	850.76
Billing If Tittle Had Been Charged Prices Paid by A& P For These Items	[redacted]	782.58
Dollar Discrimination (Overcharge)	[redacted]	68.18
Percent of Discrimination (Overcharge)	[redacted]	8.7

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~COMMISSION~~ RESPONDENT Exhibit No. 196 Z-Z

CX 196-Z-Z

6412

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.7312	.3656	.3576	.1778	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7889	.3234 1/	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2959	[redacted]
7.9	(13.0)	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

.7312	.3656	.3576	.1778	.3016	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7859	.4106	.4106	.2215	.3175	.3116	.5096	.2626	[redacted]	.2939	[redacted]
7.9	12.3	14.8	24.6	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]

	Homo			Chocolate		Buttermilk	
Week Ended 11/15/69	Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Gal.	Qt.
A & P Price - Cary	.7732	.3866	.2083	[redacted]	-	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	-	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	-	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	685.03
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	618.92
Dollar Discrimination (Overcharge)	[redacted]	66.11
Percent of Discrimination (Overcharge)	[redacted]	10.7

Week Ended 11/22/69							
A & P Price - Cary	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2233	[redacted]	.2715	.4312	.2283
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	861.06
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	802.85
Dollar Discrimination (Overcharge)	[redacted]	58.21
Percent of Discrimination (Overcharge)	[redacted]	7.3

3840

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196 Z-3

CX 196-Z3

6413

1/ Special Price.

2/ Reflects adjusted price on this item as shown on Borden Invoice for week ending 11/22/69.

P A P E R											
2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[illegible]	[illegible]	[illegible]
al.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
				.4366	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7312	.3656	.3576	.1778	.4596 2/	.3175	.3116	.5096	.2626	[redacted]	.2989	[redacted]
.7889	.4106	.4106	.2215	5.3	5.2	11.6	(.4)	.6	[redacted]	(1.4)	[redacted]
.9	12.3	14.8	24.6								

				.4366	.3018	.2793	.5117	.2611	[redacted]	.3031	[redacted]
.7312	.3656	.3576	.1778	.4596 2/	.2450 1/	.3116	.4214 1/	.2626.	[redacted]	.2939	[redacted]
.7889	.4106	.4106	.2215	5.3	(23.2)	11.6	(21.4)	.6	[redacted]	(1.4)	[redacted]
7.9	12.3	14.8	24.6								

Week Ended 11/29/69	Homo			Chocolate		Buttermilk	
	Gal.	½ Gal.	Qt.	[redacted]	Qt.	½ Gal.	Qt.
A & P Price - [illegible]	.7732	.3866	.2083	[redacted]	.2528	.3786	.1938
Tittle Net Price	.8614	.4312	.2283	[redacted]	.2715	.4312	.228
Percent of Discrimination	11.4	11.5	9.6	[redacted]	7.4	13.9	17.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	590.16
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	542.59
Dollar Discrimination (Overcharge)	[redacted]	47.57
Percent of Discrimination (Overcharge)	[redacted]	8.8

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 176 Z-4

CX 176-Z4

PAPER										
2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	[illegible]
Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ [illegible]
.7312	.3656	.3576	.1778	.4366	.2450	.2793	.5117	.2611	[redacted]	[illegible]
.7889	.4106	.4106	.2215	.4596	.2450 1/	.3116	.4214 1/	.2626	[redacted]	.2959
7.9	12.3	14.8	24.6	5.3	-0-	11.6	(21.4)	.6	[redacted]	(1.4)

Week Ended 12/6/69	Home Gal.	 ½ Gal.	 Qt.	Chocolate [redacted]	 Qt.	Butte ½ Gal.
A & P Price - Gary	.8000	.4000	.2150	[redacted]	.2595	.3920
Tittle Net Price	.9006	.4508	.2381	[redacted]	.2813	.4508
Percent of Discrimination	12.6	12.7	10.7	[redacted]	8.4	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	1,066.72
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	1,074.38
Dollar Discrimination (Overcharge)	[redacted]	(7.66)
Percent of Discrimination (Overcharge)	[redacted]	(.7)

Week Ended 12/13/69						
A & P Price - Gary	.8000	.4000	.2150	[redacted]	.2595	.3920
Tittle Net Price	.9006	.4508	.2381	[redacted]	.2813	.3234
Percent of Discrimination	12.6	12.7	10.7	[redacted]	8.4	(21.2)

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	909.96
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	824.95
Dollar Discrimination (Overcharge)	[redacted]	85.01
Percent of Discrimination (Overcharge)	[redacted]	10.3

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196 Z-5

CX 196-Z-5

3842

Milk	2%		Fort. Skim		Egg Nog	Cream	H & H	Sour Cream		[illegible]	Dip	[illegible]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[illegible]	½ Pt.	[illegible]
.2005	.7580	.3790	.3710	.1845	.4366	.2450	.2860	-	.2678	[redacted]	.3098	[redacted]
.2381	.8281	.3234	1/ .4302	.2313	.4596	.3273	.3312	-	.2724	[redacted]	.3087	[redacted]
18.8	9.2	(17.2)	16.0	25.4	5.3	33.6	15.8	-	1.7	[redacted]	(.4)	[redacted]

.2005	.7580	.3790	.3710	.1845	.4366	.3085	.2860	.5251	.2678	[redacted]	.2200	[redacted]
1/ .2381	.8281	.4302	.4302	.2313	.4596	.3273	.3312	.5292	.2724	[redacted]	.3087	[redacted]
18.8	9.2	13.5	16.0	25.4	5.3	6.1	15.8	.8	1.7	[redacted]	40.3	[redacted]

Week Ended 12/20/69	Homo Gal.	Homo ½ Cal.	Homo Qt.	Chocolate [redacted]	Chocolate Qt.	Butterm ½ Gal.
A & P Price - Gary	.8000	.4000	.2150	[redacted]	.2595	-
Tittle Net Price	.9006	.4503	.2381	[redacted]	.2813	-
Percent of Discrimination	12.6	12.7	10.7	[redacted]	8.4	-

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	749.69
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	683.21
Dollar Discrimination (Overcharge)	[redacted]	66.48
Percent of Discrimination (Overcharge)	[redacted]	9.7

Week Ended 12/27/69						
A & P Price - Gary	.8000	.4000	.2150	[redacted]	.2595	.3920
Tittle Net Price	.9006	.4503	.2381	[redacted]	.2813	.4508
Percent of Discrimination	12.6	12.7	10.7	[redacted]	8.4	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	718.49
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	645.22
Dollar Discrimination (Overcharge)	[redacted]	73.27
Percent of Discrimination (Overcharge)	[redacted]	11.4

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~Respondent~~ COMMISSION Exhibit No. 196 Z-6

CX 196-Z.6

6116

PAPER

lk	2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt	16 Oz.	6 Oz.		½ Pt.	
.2005	.7580	.3790	.3710	.1845	.4366	.3055	.2860	.5251	.2678	[redacted]	.2200	[redacted]
.2381	.8281	.4302	.4302	.2313	.4106 1/	.3273	.3312	.5292	.2724	[redacted]	.3087	[redacted]
3.8	9.2	13.5	16.0	25.4	(6.3)	6.1	15.8	.8	1.7	[redacted]	40.3	[redacted]

.2005	.7580	.3790	.3710	.1845	.3800	.3085	.2860	.5251	.2578	[redacted]	.3098	[redacted]
.2381	.8281	.4302	.4302	.2313	.4106 1/	.3273	.3312	.5292	.2724	[redacted]	.3087	[redacted]
18.8	9.2	13.5	16.0	25.4	8.1	6.1	15.8	.8	1.7	[redacted]	(.4)	[redacted]

Week Ended 1/3/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.9006	.4508	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	12.6	12.7	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	735.76
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	660.36
Dollar Discrimination (Overcharge)	[redacted]	77.90
Percent of Discrimination (Overcharge)	[redacted]	11.8

3844

FEDERAL TRADE COMMISSION

Docket No. 8866 ~~RESPONDENT~~ COMMISSION Exhibit No. 196 Z-7

Week Ended 1/10/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermilk ½ Gal.	Buttermilk Qt.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	885.10
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	891.09
Dollar Discrimination (Overcharge)	[redacted]	(5.99)
Percent of Discrimination (Overcharge)	[redacted]	(.7)

CX 196-Z7

6417

1/ Special Price.

	PAPER											
	2%		Fort. Skim		Egg Nog	Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
	Gal.	½ Gal.	½ Gal.	Qt.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
05	.7580	.3790	.3710	.1845	.3800	.3085	.2860	.5251	.2678	[redacted]	.3093	[redacted]
81	.8281	.4302	.4302	.2313	.4106 1/	.3273	.3312	.5292	.2724	[redacted]	.3087	[redacted]
	9.2	13.5	16.0	25.4	8.1	6.1	15.8	.8	1.7	[redacted]	(.4)	[redacted]

.2005	.7580	.3790	.3710	.1845	-	-	.2860	.5251	.2678	[redacted]	.3093	[redacted]
.2381	.8281	.3234 1/	.4002	.2313	-	-	.3312	.5292	.2724	[redacted]	.3087	[redacted]
.8	9.2	(17.2)	16.0	25.4	-	-	15.8	.8	1.7	[redacted]	(.4)	[redacted]

	Homo			Chocolate		Butterm
Week Ended 1/17/70	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Cary	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	713.33
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	662.68
Dollar Discrimination (Overcharge)	[redacted]	50.65
Percent of Discrimination (Overcharge)	[redacted]	7.6

Week Ended 1/24/70						
A & P Price - Cary	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	663.34
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	611.64
Dollar Discrimination (Overcharge)	[redacted]	51.70
Percent of Discrimination (Overcharge)	[redacted]	8.5

[redacted]

FEDERAL TRADE COMMISSION
Docket No. 8866 COMMISSION ~~RESPONDENT~~ Exhibit No. 196 Z-8

CX 196-Z8

PAPER

lk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.2005	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3095	[redacted]
.2381	.8281	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	.3087	[redacted]
18.8	9.2	13.5	16.0	25.4	6.1	15.8	.8	1.7	[redacted]	(.4)	[redacted]

.2005	.7580	.3790	.3710	.1845	.3085	.2450	.5251	.2678	[redacted]	.3093	[redacted]
.2381	.8281	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	.3087	[redacted]
18.8	9.2	13.5	16.0	25.4	6.1	35.2	.8	1.7	[redacted]	(.4)	[redacted]

Week Ended 1/31/70	Homo			Chocolate		Butter
	Gal.	½ Gal.	Qt.	Qt.	[redacted]	½ Gal.
A & P Price - Cary	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2156 1/	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	(20.4)	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	786.78
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	742.89
Dollar Discrimination (Overcharge)	[redacted]	43.89
Percent of Discrimination (Overcharge)	[redacted]	5.9

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 ~~RESPONDENT~~ COMMISSION Exhibit No. 176

3846

6119

CX 196-Z

PAPER										
ilk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		
.2005	.7580	.3790	.3710	.1845	.3085	.2450	.5251	.2678	[redacted]	[redacted]
.2381	.8281	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	[redacted]
18.8	9.2	13.5	16.0	25.4	6.1	35.2	.8	1.7	[redacted]	[redacted]

Week Ended 2/7/70	Homo			Choc.	Buttermilk		27.
	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	Qt.	Gal.
A & P Price - Gary	.8000	.4000	.2150	.2595	.3920	.2005	.7580
Tittle Net Price	.8516	.4214	.2381	.2156 1/	.4508	.2381	.8281
Percent of Discrimination	6.5	5.4	10.7	(20.4)	15.0	18.8	19.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	878.62
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	855.36
Dollar Discrimination (Overcharge)	[redacted]	23.26
Percent of Discrimination (Overcharge)	[redacted]	2.7

Week Ended 2/14/70							
A & P Price - Gary	.8000	.4000	.2150	.2595	.3920	.2005	.7580
Tittle Net Price	.8516	.4214	.2381	.2813	.4508	.2381	.8281
Percent of Discrimination	6.5	5.4	10.7	8.4	15.0	18.8	9.2

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	646.10
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	600.52
Dollar Discrimination (Overcharge)	[redacted]	45.58
Percent of Discrimination (Overch...)	[redacted]	7.6

1/ Special Price.

FEDERAL TRADE COMMISSION
Docket No. 8866 Commission Exhibit No. 196
E-1c

CX 196-E

PAPER									
	Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	[redacted]	[redacted]
½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.			
.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	[redacted]	-
.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	[redacted]	-
13.5	16.0	25.4	6.1	15.8	.8	1.7	[redacted]	[redacted]	-

3847

.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	-	[redacted]
.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	-	[redacted]
13.5	16.0	25.4	6.1	15.8	.8	1.7	[redacted]	-	[redacted]

Week Ended 2/21/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Buttermil… ½ Gal.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	644.35
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	598.11
Dollar Discrimination (Overcharge)	[redacted]	46.24
Percent of Discrimination (Overcharge)	[redacted]	7.7

Week Ended 2/28/70						
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.392
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.450
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	860.49
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	876.31
Dollar Discrimination (Overcharge)	[redacted]	(15.82)
Percent of Discrimination (Overcharge)	[redacted]	(1.8)

FEDERAL TRADE COMMISSION
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CX 196-

1/ Special Price.

	P A P E R										
					Whip				[illegible]	[illegible]	[illegible]
k	??		Fort. Skim		Cream	H & H	Sour Cream				
Ct.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	[illegible]	16 Oz.	½ Pt.			
.2005	.7580	.3790	.3710	.1845	.3085	.2360	.5251	.2575	[illegible]	[illegible]	[illegible]
.2381	.5281	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[illegible]	[illegible]	[illegible]
13.8	9.2	13.5	16.0	25.4	6.1	15.8	.8	1.7	[illegible]	[illegible]	[illegible]

0	.2005	.7580	.3790	.3710	.1845	.3085	.2360	.5251	.2673	[illegible]	.3098	[illegible]
8	.2381	.3281	.3322 1/	.4302	.2313	.3273	.3312	.5292	.2724	[illegible]	.3037	[illegible]
	18.8	9.2	(14.1)	16.0	25.4	6.1	15.3	.8	1.7	[illegible]	(.4)	[illegible]

3848

	Homo			Chocolate		Buttermilk	
Week Ended 3/7/70	Gal.	½ Gal.	Qt.	Qt.	½ Gal.	½ Gal.	Qt.
A & P Price - Cary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508	.2381
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	772.82
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	739.07
Dollar Discrimination (Overcharge)	[redacted]	33.75
Percent of Discrimination (Overcharge)	[redacted]	4.6

Week Ended 3/14/70							
A & P Price - Cary	.8000	.4000	.2150	.2595	[redacted]	.3920	.2005
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.3822 1/	.2381
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	(2.6)	18.8

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	712.67
Billing if Tittle Had Been Charged Prices by A & P For These Items	[redacted]	666.20
Dollar Discrimination (Overcharge)	[redacted]	46.47
Percent of Discrimination (Overcharge)	[redacted]	7.0

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Z-12

CX 196-Z-12

1/ Special Price.

PAPER										
2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.	[redacted]	½ Pt.	[redacted]
.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3098	[redacted]
.8281	.4302	.4302	.2313	.3273	.2401 1/	.5292	.2724	[redacted]	.3087	[redacted]
9.2	13.5	16.0	25.4	6.1	(19.1)	.8	1.7	[redacted]	(.4)	[redacted]

3849

.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3098	[redacted]
.8281	.4302	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	.3087	[redacted]
9.2	13.5	16.0	25.4	6.1	15.8	.8	1.7	[redacted]	(.4)	[redacted]

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Week Ended 3/21/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	876.48
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	886.65
Dollar Discrimination (Overcharge)	[redacted]	(10.17)
Percent of Discrimination (Overcharge)	[redacted]	(1.2)

Week Ended 3/28/70	Homo Gal.	Homo ½ Gal.	Homo Qt.	Chocolate Qt.	Chocolate [redacted]	Butter ½ Gal.
A & P Price - Gary	.8000	.4000	.2150	.2595	[redacted]	.3920
Tittle Net Price	.8516	.4214	.2381	.2813	[redacted]	.4508
Percent of Discrimination	6.5	5.4	10.7	8.4	[redacted]	15.0

Total Net Billing to Tittle of its Purchases of These [redacted] Items	[redacted]	723.47
Billing if Tittle Had Been Charged Prices Paid by A & P For These Items	[redacted]	678.61
Dollar Discrimination (Overcharge)	[redacted]	44.86
Percent of Discrimination (Overcharge)	[redacted]	6.6

PAPER											
ilk	2%		Fort. Skim		Whip Cream	H & H	Sour Cream		[redacted]	Onion Dip	[redacted]
Qt.	Gal.	½ Gal.	½ Gal.	Qt.	½ Pt.	Pt.	16 Oz.	8 Oz.		½ Pt.	
.2005	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	.3093	[redacted]
.2331	.8281	.3322 1/	.4302	.2313	.3273	.3312	.5292	.2724	[redacted]	.3087	[redacted]
18.8	9.2	(14.1)	16.0	25.4	6.1	15.8	.8	1.7	[redacted]	(.4)	[redacted]

.2005	.7580	.3790	.3710	.1845	.3085	.2860	.5251	.2678	[redacted]	-	[redacted]
.2381	.8281	.4302	.4302	.2313	.2597 1/	.3312	.5292	.2724	[redacted]	-	[redacted]
18.8	9.2	13.5	16.0	25.4	(18.8)	15.8	.8	1.7	[redacted]	-	[redacted]

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